

Rochester Technology and Manufacturing Association Quarterly Newsletter

March 2023

Hello RTMA Members!

What a great start to 2023 it's been so far! Spring is hopefully on the way!

We're starting to wrap up the 2022-2023 program year for the Finger Lakes Youth apprenticeship program so make sure to check out the recap of our signing day for Monroe County BOCES, Genesee Valley BOCES, and Orleans/ Niagara BOCES.

We also want to remind you all about some of the great workforce development programs that the RTMA offers to you as members: Tooling-U, New Horizons, and Mastercam. You can call our office at any time to inquire about any of these programs.

We've expanded our social media efforts and are now on Twitter! Make sure to follow us at @RTMAorg or by clicking the icon below!

Have anything you want featured in next quarters newsletter? Let us know! Your feedback will help us make sure that we are providing content that's worthwhile to you!



Find us on



Strategic Partners



As an RTMA member, you have access to competitive rates through Brown & Brown Insurance for NYS Disability, Dental, and Vision Care. If your company has over 100 employees, you can also get competitive rates for health insurance coverage through the RTMA Private Health Insurance Exchange.

Contact Todd Koneski at (585) 697-1412 or Todd.Koneski@brochester.com



RGE offers our members electrical services, grants, energy efficiency through RG&E and NYSEG, and incentive programs for those who relocate to Upstate New York.

Contact Joe Rizzo at (585) 724-8165 or joe_rizzo@rge.com for assistance.

Whether you're ready to move into Upstate New York or are already here and want to expand, make sure your first call is to NYSEG's and RG&E's economic development team at 1.800.456.5153 or visit us at lookupstateny.com.

Look  Upstate NY



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Contact Joe Crestuk at (585) 301-4379 or joe@websurgenow.com for more information.



As a member of the RTMA, you have access to an exclusive workers compensation insurance program through USI Insurance. The Empire State Technology and Manufacturing Workers' Compensation Program (ESTMA) has typical discounts of 25 - 30% and possible dividends.

Contact Joseph Talbot at (585) 736 - 5943 or Joseph.Talbot@usi.com for more information.

STAPLES
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RTMA members have access to discounted office and technology supplies, as well as low prices on thousands of items. You can get an additional 2% off on all orders over \$250 placed via Staples Ink.

Contact Douglas Kellogg at 407-475-4219 or Douglas.Kellogg@staples.com for assistance.

Dear RTMA Members,

As we return to providing our RTMA members with our quarterly newsletter there is lots of information to share. The RTMA continues to provide services to our members specifically in the workforce development, innovation, strategic growth, and access to market areas. The topic that I am focusing on this edition is political advocacy.



With the New York State Budget due on April 1st, 2023. There is a lot of legislation that everyone in advanced manufacturing needs to pay attention to.

Unemployment insurance is a huge burden on employers and due to COVID shutdowns which most advanced manufacturing employers did not shut down, will be responsible for paying back the Federal Government for the money New York State borrowed during the pandemic through higher premiums each month. Manufacturing did not cause the pandemic; we did not decide to lock everything down. We were in fact considered essential workers that kept working and often shifted our manufacturing floors to produce PPE and equipment to produce, pack and store vaccines for the entire world to use.

There is between 6 billion USD and 11 billion USD in federal loans that need to be paid back by New York State. They cannot even agree on the amount that is owed. There was Billions of dollars in fraud during this time as well. New York State wants you to pay that back. There are billions in the reserve that Governor Hochul could propose to use some of these funds to pay done the principal which would lower the burden on employers like you.

<https://www.osc.state.ny.us/press/releases/2022/11/dinapoli-problems-caused-outdated-system-left-states-unemployment-insurance-program-vulnerable-fraud>

<https://dol.ny.gov/ias>

Second is the Legislative actions required to meet the Climate Leadership and Community Protection Act better known as the CLCPA. This is the Green new deal to save the planet from Global warming. New York state currently emits less than 1% of the carbon emissions in the world today. We arguably produce the cleanest energy in the world. Update NY is currently 60% Hydroelectric from Niagara Falls. The issues are New York City. Old Infrastructure, Poverty, no land to build wind or solar farms to produce clean energy. Where do you think, they are going to build those solar and wind farms? You got it Western NY and the Finger lakes regions.

<https://www.bcnys.org/clcpa-update>

The New York State Public commission just voted to pass a \$4,400,000,000 infrastructure plan, that could increase by 50% to \$6,600,000,000, to build the grid out to handle the increase in electricity demands that will be required to take the energy that is produced upstate and move it downstate where it is needed. There will be flat rate increase across the state to pay for this infrastructure to every user of energy in the state. The flat rate increase will cause the Finger lakes regions rates to increase by around 11% where down state they will see increases of about 3%, as their current bills are typically higher impacting the percentage of increase due to a flat rate increase.

<https://www.utilitydive.com/news/ny-state-PSC-transmission-upgrades-clean-energy/643028/>

You will hear about a “CAP and Invest” portion of the legislation that is where NYS wants you the manufacturing employers to pay a tax on your carbon emissions and 35% - 40% will go to underserved populations to pay for their energy bills and heat pumps that they will not be able to afford.

<https://www.governor.ny.gov/news/governor-hochul-unveils-cap-and-invest-program-reduce-greenhouse-gas-emissions-and-combat>

We all want a cleaner environment and a place for our great grandchildren to thrive. We cannot do it by continuing to drive residents and businesses out of NYS.

The RTMA has signed on many letters of opposition to these pieces of legislation and plans to electrify NY. We all need our voices to be heard and the more that can be heard the more they will listen. They do not know how these items will get paid for or when they will be completed. They just keep saying it is signed into law and the goals have been set. We need reliable, affordable, and sustainable energy to keep our state safe and healthy.

We will keep all the RTMA members informed of important legislation but we need your help in voicing your concerns to the legislators in your regions.

Our April Monthly meeting will be RG&E presenting and on top of the economic development topics they will be prepared to discuss how the CLCPA will impact you in the coming years.

I promise that next Quarterly newsletter will be more positive and uplifting but for now I need of all our members to know what is going on in Albany.

Happy Spring

Bob Coyne

Workforce Development Updates

The RTMA is home to the largest group-sponsored New York State Registered Apprenticeship Program in advanced manufacturing in New York State – and we are proud of that because of our great members, signatory companies and apprentices. I often get asked, “why should I choose the RTMA, and not the local NYS Department of Labor office?” My answer is always this – “you can’t beat our service!”



The RTMA eliminates all of the paperwork and red tape associated with registering the company and apprentices for the program. We come on-site for information sessions and offer guidance throughout the employee’s journey – and we do this on the company’s schedule.

To date, the RTMA has secured more than \$1.25 million in funding for our signatory companies and their apprentices – including exclusive funding that no one else can provide. We previously secured more than \$570,000 in funding through the American Apprenticeship Initiative and WDI Tooling and Material grant. We partner with SUNY to secure \$5,000 in related instruction funding for each apprentice and can offer additional funding from SUNY’s ‘Five Hallmarks’ program for apprentices and prospects. And the RTMA has provided free Tooling U-SME licenses for more than 75 online learners.

Last year, the RTMA partnered with its statewide partners and the Jobs For the Future grant to give back \$35,000 in incentive funding to nine signatory companies. We also partnered with OptiPro Systems and the Workforce Development Institute (WDI) to reimburse \$6,000 in training costs to more than a dozen apprentices at a half dozen member companies. We also connected companies sending apprentices to CNC Technical Solutions to the WDI for additional grant funding and the RTMA’s scholarship programs also covered costs for apprentices taking CNC Machining at the BOCES 2 Center for Workforce Development.

And we are not done yet! The RTMA is always looking for more funds to assist its signatory companies. We are working with SUNY for an on-the-job training grant for small businesses with less than 50 employees on the manufacturing floor. This will reimburse the company up to 50% of those employees’ wages of up to \$25 an hour for up to six months! We are also working on new grants with our statewide alliance and WDI.

If your company is looking to take the next step with the RTMA for a Registered Apprenticeship Program, you can call me directly at (585) 721-6930 or email rturner@rtma.org. We look forward to working with you on training, retaining and attracting a skilled workforce.



GREAT INVESTMENT. GREAT OPPORTUNITIES. GREAT PROSPECTS.



NYS Registered Apprenticeship Programs for Advanced Manufacturing

Bridging the Skills Gap For Your Business



The Rochester Technology and Manufacturing Association (RTMA) is the greater Rochester and Finger Lakes regional sponsor of the NYS Registered Apprenticeship Program for more than a dozen trades. Your business does not need to be an RTMA member to participate! Featured trades include:

- CNC Machining
- Electromechanical Technician
- Plant Maintenance Pipefitter
- Mold Maker
- Industrial Manufacturing Technician
- Maintenance Mechanic
- Plant Maintenance Electrician
- Welder
- Toolmaker
- Building Maintenance Mechanic

Dozens of employers use the Apprenticeship Program to better recruit, train and retain a talented workforce. By partnering with the RTMA, we relieve a significant burden on businesses by handling the paperwork, orientation and monitoring.

The RTMA also connects apprentices to related instruction providers as we coach them through a successful journey and obtains grant funding to offset costs. We also secure additional grant funding for businesses that can make the apprenticeship program cost neutral.

Fee Schedule – Initial Sign-Up & First Year of Maintenance

Fee Schedule	RTMA Member	Non-Member
1 to 3 Apprentices	\$3,200	\$5,100
4 to 7 Apprentices	\$4,200	\$6,500
8 or more Apprentices	\$5,500	\$8,000

Annual Maintenance Fee

1 to 3 Active Apprentices	\$1,075	\$1,700
4 to 7 Active Apprentices	\$1,400	\$2,200
8 or more Active Apprentices	\$1,850	\$2,900

Adding Additional Apprentices (more than 60 days after initial sign-up)

RTMA Member	Non-Member
\$750	\$1,200

**Contact: Rich Turner – rturner@rtma.org - 585-721-6920 – Mobile
RTMA.org/Apprenticeship**



NYS Registered Apprenticeship Programs for Advanced Manufacturing

Earn While You Learn



The Rochester Technology and Manufacturing Association (RTMA) is the region's one-stop shop for businesses and apprentices needs.

Why Should You Become an Apprentice?

- Employer's Investment in You!
- Job Security and Wage Escalation
- No-Debt Education
- On-The-Job Learning

Apprenticeships are Higher Education

What it Takes to Be an Apprentice?

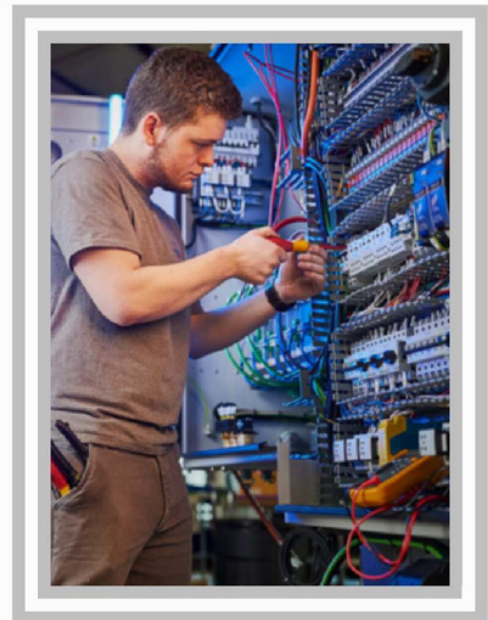
- Your Willingness to Learn
- Related Instruction/College Classes
- Working with Your Supervisor/Journey Worker

RTMA's Role in Your Apprenticeship

- Register All Paperwork with NYS Dept. of Labor
- Information Sessions and Sign-Up Orientations
- Monitoring and Guidance Throughout Journey
- Connection to Related Instruction Providers
- Available 24/7

The RTMA Works for You!

Contact: Rich Turner – rturner@rtma.org - 585-721-6920 – Mobile
RTMA.org/Apprenticeship



Do You Want to Upskill Your Workforce?

We Can Help!

New York College Apprenticeship Network (NYCAN) funding is available to help offset the costs associated with hiring and training new apprentices in the advanced manufacturing sector.

Employers utilizing NYCAN funding for their on-the-job training program receive reimbursement of a percentage of eligible new apprentices' wages for a training period.

*Minimal paperwork is required. Normal payroll and training records are all that are needed to track costs.

What is On-The-Job Training?

- On-the-job training or OJT is the process of directing and managing employee performance of assigned tasks in the actual work setting. It is a required component of all New York State Registered Apprenticeships.
- In-house OJT training ensures the employee is trained in accordance with company standards and procedures, begins working immediately with a team, and quickly becomes productive.

Who is Eligible for Funding?

Companies in the Advanced Manufacturing sector with 50 employees or less with an apprenticeship program.

Visit us as at: <https://www.suny.edu/apprenticeship/employers/>

BUSINESS BENEFITS

- ▶ Recruit and develop a diverse and highly skilled workforce that helps you grow your business
- ▶ Improve productivity, profitability, and your bottom line
- ▶ Reduce turnover, improve loyalty, and retain top talent
- ▶ Create flexible training options that ensure workers develop the right skills
- ▶ Vet workers and instill your company's culture
- ▶ Demonstrate investment in your community

FUNDING AVAILABLE

- ▶ 50% salary reimbursement up to \$25/hour for up to 6 months for an apprentice. For example, your company decides to hire a Registered Apprentice for a full-time, permanent position that pays \$16.00 per hour. Your company has a 40-hour work week and the training period is expected to last 8 weeks. Your company would be reimbursed \$2,560 to offset the cost of training.

CONTACT

Alice Savino at
asavino@working-solutions.org
or
Meghan McBennett at
MMcBennett@working-solutions.org



WOMAN & WRENCHES DAY 2023

Edison Career Technology High School hosted their first ever Woman & Wrenches Day! These amazing female students got to participate in hands on experience and learn different skills in welding. RTMA was so happy to be a part of this day and help our next generation females discover new interests in the manufacturing workforce!



Finger Lakes Youth Apprenticeship Program Signing Days 2023



Brown & Brown Insurance

RTMA Member Companies working with **Brown & Brown** help financially support RTMA programs and services for Manufacturers in Western New York. Gain greater control of your Employee Benefit Costs while supporting RTMA industry specific programs that help you grow your business.

RTMA Private Healthcare Exchange

- RTMA scale helps deliver pricing & underwriting concessions
- Five (5) Exclusive Plan options offered through Excellus BCBS and available only to RTMA members
- Three (3) Market leading low cost HDHP plan options

Dental

- High/Low Dental plan choice
- Competitive premiums

Vision

- Enhanced benefit coverage
- Low premiums

NY State Statutory Disability

- Discounted premiums

Service

- Full legal & compliance support helps avoid employee issues and administrative expense
- Employee Communication & Enrollment Support
- Benefit Administration Options to reduce paper and manual administrative process
- Voluntary Benefits enhance your benefits program
- Population & Behavioral Health
- Regional RTMA Member Employee Benefit Benchmarking to assist with plan and contribution strategies



Contact Todd Koneski at (585) 697-1412 or Todd.Koneski@bbrochester.com

USI Workers' Compensation

THE EMPIRE STATE TECHNOLOGY & MANUFACTURING WORKERS' COMPENSATION PROGRAM



For more information about USI's Workers' Compensation Program offered through the RTMA, contact:

Joe Talbot
585.736.5943 | Joseph.Talbot@usi.com

Carrie Street
585.736.5845 | Carrie.Street@usi.com

The Value of Our Workers' Compensation Really Adds Up

The Empire State Technology & Manufacturing Workers' Compensation Program through the Rochester Technology and Manufacturing Association (RTMA) is designed to give members the best-price solutions available to manufacturing companies. This is a fully insured program with typical discounts of 25-30% and possible dividends.

Workers' Compensation Specialty

USI is actively involved in workers' compensation reform and we are continually dedicating ourselves to find ways to reduce costs while raising safety standards.

Delivering Insurance Solutions for Your Business

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your workforce!

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www.rtma.org/toolingu

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Staples is the preferred supply vendor for Rochester Technology & Manufacturing Association. As a member, you have access to exclusive pre-negotiated rates through the Staples Advantage Program for all your supply needs.

There's power in numbers

When you purchase through the RTMA Staples program, you are tapping into a robust offering of products and services at prices based on a collective membership. When everyone purchases through the program, everyone benefits.

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- Fast, free delivery on select orders
- Easy returns process

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For more information contact your dedicated Account Manager:

Doug Kellogg | Douglas.Kellogg@Staples.com

Local Manufacturing News

- [The Inflation Reduction Act is a Boon for New York's Economy, Communities, and Climate Effort](#)
- [Finger Lakes Youth Apprenticeship Program celebrates 'Signing Day'](#)
- [Finger Lakes Youth Apprenticeship Program holds annual 'Signing Day' ceremony](#)
- [Finger Lakes Youth Apprenticeship Program Hosts Fourth Annual Signing Day Ceremony at Monroe Community College](#)
- [Students 'sign' with area firms Apprenticeship program holds 'Signing Day' at GCC's BEST Center](#)
- [Finger Lakes Youth Apprenticeship Program holds annual 'Signing Day](#)

Welcome New Members!

The Outdoor Group

Excelsus Solutions

Premier Metal

McQuillen Manufacturing

Ultra Tool and Manufacturing Inc.

Auburn Bearing and Manufacturing

Prince Rubber & Plastics Co.

Mardon Tool + Die Co. Inc.

Peak Fabrications

Upcoming Events

March Monthly Meeting

Tuesday, March 21st

Click [here](#) to register

June Golf

Monday, June 19th

Click [here](#) for more info

Manufacturing Educators Day

Wednesday, March 29th

Golf Clam Bake

Monday, September
18th

April Monthly Meeting

Tuesday, April 20th

Click [here](#) for more info

ROC With Your Hands

Tuesday, October 3rd

RTMA Associates Night

May 16th

Click [here](#) for more info

Save the Date 

Contact Us

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