

Rochester Technology and Manufacturing Association Quarterly Newsletter

April 2021

Welcome everyone to the new and improved RTMA Quarterly Newsletter. The last we spoke was in September of 2019 so let's bring you up to speed on where we've been and what we've been up to.

2020 was supposed to be a lot of things. We were set to celebrate our 75th anniversary, but due to the global pandemic, we weren't able to make that happen. This year we're set to celebrate the RTMA's 75th Anniversary plus COVID. Throughout the year we will continue to send out bits of our history, so you can all understand why this organization was founded and what we stand for. Hopefully when the weather gets nice and COVID-restrictions are loosened, we can all get together to celebrate this momentous occasion in-person.

Additionally, with the organization going through a myriad of other changes, the newsletter had to be put on the back-burner, but now we are committed more than ever to providing you with a high quality publication. In conjunction with the RTMA's 75th Anniversary plus COVID, we've revamped the newsletter so that it's sleeker and more modern.

Please let us know what you think of the changes we've made. Your feedback will help us make sure that we are providing content that's worthwhile to you!

LinkedIn  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



webSURGE
digital marketing

webSURGE can work with you to provide quality skilled labor candidates quickly and affordably. They also help to develop and execute digital marketing strategies to assist sales teams in converting leads into customers.

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 Jospeh.Talbot@usi.com for more information.

STAPLES
Business Advantage[®]

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 Allen Crowley at 315-741-3768 or Allen.Crowley@Staples.com for assistance.

Bob's Blog

Welcome all RTMA members,

As we end an era of Kevin Kelley at the helm of the RTMA and venture into a new world with me, I must reflect just a bit. When Kevin Kelley was selected as the Executive Director for the Rochester Tooling and Machining Association (RTMA) over 17 years ago, the association was nearing financial ruins. I am not going to go into details but at the time we were members of a National Tooling Association that was taking a lion's share of our dues and the tool show that we used to run was no longer profitable or viable. We all have our thoughts and opinions of Kevin as you will with me. What Kevin did among many other things was to strategically position the RTMA financially and tactfully. Kevin separated from The National Association and rebranded from the Rochester Tooling and Machining Association to the Rochester Technology and Manufacturing Association, keeping the RTMA logo intact. When Kevin retired, he left an organization in a healthy financial position along with a strategic plan.



My background is significantly different from Kevin's, although both Irish. I like beer, Kevin not so much. Kevin likes salmon and broccoli, me not so much. Kevin came from the Rochester Chamber of Commerce as many of you had heard the stories over the years, which gave Kevin the political and business background to make the necessary and brave changes to the association. Kevin was not a "manufacturing guy", in the sense that he did not come from the shop floor. He did work for a couple of years at the old Delco plant, as he was putting himself through college. However, his true strength was understanding how important manufacturing was and still is to the economic engine of our community.

I, however, came from the shop floor. I graduated from WEMOCO BOCES II Spencerport. Interned at Morgood Tools on Milstead Way my senior year, and ultimately got hired into the Alliance Tool and Die NYSDOL Registered Apprenticeship Program. My first introduction to the RTMA was at the Rochester Tooling and Machining Institute (RTMI) at the Boys and Girls Club downtown and then ultimately on Buffalo Road. I became a Journeyman Tool and Die Maker and then spent the next 40 years in various roles in Tool and Die, Sheet Metal Fabrication business. I retired from Acro Industries where I had spent the last 22 years of my career, with the last 12 years as General Manager.

I was on the RTMA's Board of Directors for six years, President for five of them. I was the Director of Workforce Development for the RTMA, expanding the NYSDOL Registered Apprenticeship Programs. We now have over 23 employers, 123 Registered Apprentices and have provided over \$1,100,000 in funding for tool reimbursement and tuition for employers who registered under the RTMA. We founded the Finger Lakes Youth Apprenticeship Program (FLYAP), where we bridge the gap between students and employers while the students are still in high school. This has proven very successful as we have placed 65 students with 32 employers of which 22% of the youth are students of color or girls, and 34% of the employers currently offer NYSDOL Registered Apprenticeship Programs just this year alone.

My plans are to work with the RTMA Board of Directors, RTMA staff and the RTMA members to provide top quality services that can advance manufacturing in the Finger Lakes region. I am a "manufacturing guy" since the age of 16. I plan on growing the RTMA from the strength of what Kevin provided and what our manufacturing members needs are. I look forward to meeting you all over the coming months and please reach out to me if you have any question or concerns. Of course, we welcome compliments as well.

Meet our Workforce Development Director

Rich Turner, Director of Workforce Development

Rich joined the RTMA in January after more than a decade in local government; including five years as the County's Workforce Development Manager.

He oversees the RTMA Apprenticeship Program which serves more than 120 apprentices at over 20 companies in the Finger Lakes Region. RTMA is the regional sponsor for more than a dozen manufacturing trades that allow employees to learn while they earn.

Rich also supports the Finger Lakes Youth Apprenticeship Program. FLYAP has linked more than 50 area high school juniors and seniors with job shadows and paid co-ops at more than two dozen companies. Participating schools include several BOCES school districts and Edison Tech.

RTMA is expanding both programs and will be adding new resources to RTMA Members. [Email](#) to learn how RTMA's Workforce Development programs can assist your business.

Rich is also the President of the Laurelton Volunteer Fire Association, is attending Leadership Rochester and announces high school sports. He's a proud alum of St. John Fisher College and lives in Irondequoit with his wife and daughter.



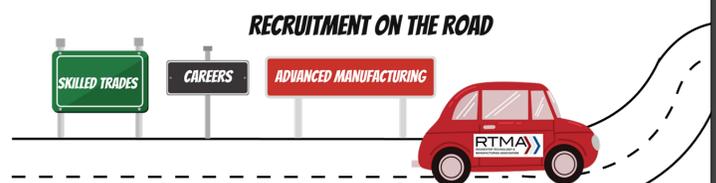
Recruitment on the Road

Recruitment on the Road is a job fair program that helps your business connect with quality job seekers throughout the Finger Lakes Region.

We will help you run a virtual job fair that is customized to your business. You'll have the exclusive opportunity to showcase why you're the best company to work for and network with candidates. We'll set up the event and take care of registration through Eventbrite. We will promote the event to our list of over 300 community partners, as well as thousands of job seekers.

Recruitment on the Road is available to both members and non-members. For RTMA members, it will cost \$100 + a \$750 job placement fee, and for non-members it will be \$250 + \$1,250 job placement fee.

For more information, please email jobfairs@rtma.org and make sure to [follow us](#) on Eventbrite to stay up-to-date with the latest job fairs.



Registered Apprenticeships

Because of our Intermediary Agreement with the New York State Department of Labor, we can bring companies under the sponsorship of 13 trades. We'll be the signatory and handle the paperwork so that you don't have to.

To date, 16 apprentices have completed the [apprenticeship program](#) through the RTMA.

As of 2/28/21, we have registered 123 apprentices through 26 companies, which has already exceeded our goal of having 120 by July 1st.

We are looking to add an additional 4 trades to our apprenticeship portfolio: Manufacturing Engineering Technician, Building Maintenance Mechanic, Plant Maintenance Technician, and Plant Maintenance Pipefitter.

For more information, contact Rich T. Turner, Director of Workforce Development, at rturner@rtma.org



GREAT INVESTMENT. GREAT OPPORTUNITIES. GREAT PROSPECTS.



Finger Lakes Youth Apprenticeship Program

The [Finger Lakes Youth Apprenticeship Program](#) connects students with advanced manufacturers through Matching Day Events, interviews, job shadowing and paid co-ops. It's a solution to our regions skilled trades shortage in advanced manufacturing.

Employers that participate will gain an advantage over their competitors. They'll be able to reach future employees when they're young, and even have the opportunity to offer them employment before they graduate high school.

Participating companies include Jrlon, Inc., Micro Instrument, Optimax, Acro Industries, OptiPro Systems, DP Tool, CooperVision, Carestream, Genesee Global, Jrlon Eng., Kodak, PGM, Unither, JT Precision, Nuttall Gear, ER Machine, Niagara Precision, JM Canty, Voss Manufacturing, Nuclear Alloys, Amada, Bonduelle, O-AT-KA Milk, Oxbo, Turnbull HVAC, USG, and Yancey's Fancy.

To date, we've had 51 youth apprentices that were placed.



Training

MasterCam Training

We provide subsidized [Mastercam](#) training through OptiPro. Training is provided at OptiPro's facility, from beginner to advanced.

To date, 23 companies have utilized this benefit.

To inquire, please contact [OptiPro](#) at 585-261-0160



Tooling University

Tooling University is the nation's number one manufacturing-specific online training service.

Click here to view the [Tooling U-SME Brochure](#)

Click here to view the [2021 Course Catalog](#)

Currently, we have 13 open seats available that your workers can utilize.



TOOLINGU



New Member Spotlight

forteq North America, a fast growing precision plastic injection molding manufacturer. forteq is headquartered in Nidau, Switzerland and employs approximately 900 employees at several engineering and production sites in Europe, USA and China. Our passion is precision plastic technology. Every day forteq manufactures a high volume of highly complex, precision-made plastic components and assemblies around the world for use in technical applications.

They provide design, development, manufacturing, assembly and packaging services for custom high precision transmission systems and precision plastic components. The three main manufacturing

capabilities include assembly, engineering & design, and plastic injection molding.

Website: <https://www.forteq-group.com/>

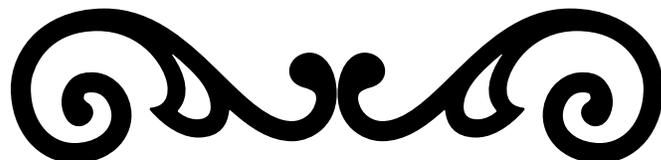
Address: 150 Park Centre Drive
West Henrietta, NY 14586

Contact: forteq.us@forteq-group.com or
(585) 427-9410



Welcome New Members!

- Aurora Machine
- Barilla America
- CooperVision
- Eastman Kodak Company
- forteq North America Inc.
- Genesee Regional Bank
- OneGroup
- Paramax Corporation
- Partners
- Progressive Machine and Design, LLC
- Syntec Optics
- UltraFab



2020 RBJ/RTMA Technology and Manufacturing

2020 Technology and Manufacturing Awards

- Eastman Kodak - Chairperson's Award
- Sean DeNeef, Optimization Technology, Inc. - Apprenticeship
- NYMAT Machine & Tool - Workforce Development, Training, and Support Provider
- Century Mold Co., Inc. - COVID Innovation, Large Company
- Wendy Smith, Optimization Technology - Executive of the Year, Large Company
- Poseidon Systems - Growth in Manufacturing
- Eastman Kodak - Manufacturing Innovation, Large Company
- Optimization Technology, Inc. - Manufacturing Innovation, Large Company
- Cortney Ross, OptiPro Systems - Rising Stars
- Corey Fox, Acede Mold & Tool - Rising Stars
- Eastman Kodak - Workforce Development, Enterprise Division

[Click here to nominate companies for the 2021 Technology and Manufacturing Awards](#)

The list of awards are:

Manufacturing Innovation Award

COVID-19 Innovations Award

Powerful Partnership Award

Workforce Development Manufacturing Enterprise Division Award

Workforce Development Training and Support Provider Award

Executive of the Year

Rising Star Award

Global Advancement Award

Growth in Manufacturing Award

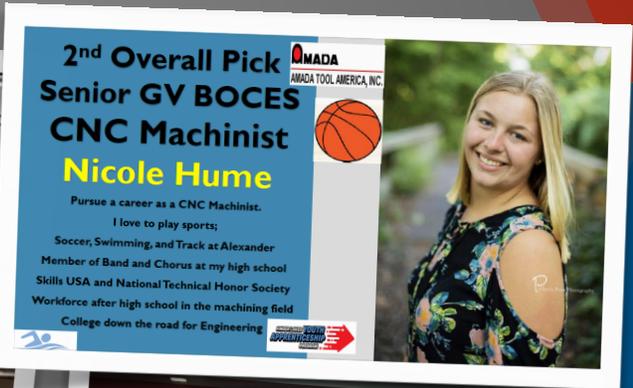
Apprenticeship Award



Finger Lakes Youth Apprenticeship Program Signing Days



James Burnham
Jr. Eng. - Job Shadow



2nd Overall Pick
Senior GV BOCES
CNC Machinist
Nicole Hume

Pursue a career as a CNC Machinist.
I love to play sports;
Soccer, Swimming, and Track at Alexander
Member of Band and Chorus at my high school
Skills USA and National Technical Honor Society
Workforce after high school in the machining field
College down the road for Engineering



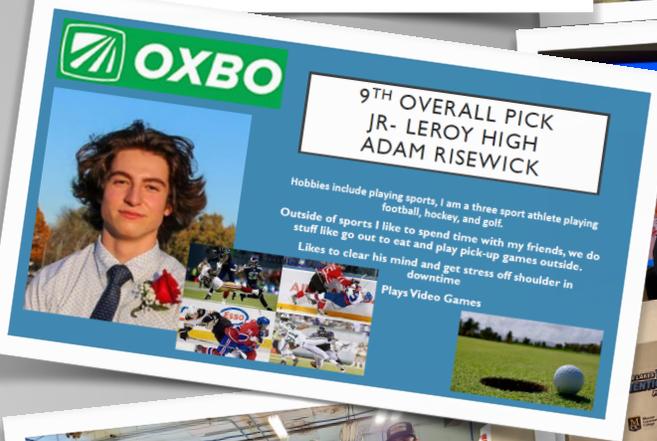
Gavin Golding
Jrlon Inc. - Co-op



Marcus Smith
Coopervision - Co-op



Jeremiah Bronson III
Acro Industries - Job Shadow



9TH OVERALL PICK
JR- LEROY HIGH
ADAM RISEWICK

Hobbies include playing sports, I am a three sport athlete playing football, hockey, and golf.
Outside of sports I like to spend time with my friends, we do stuff like go out to eat and play pick-up games outside.
Likes to clear his mind and get stress off shoulder in downtime.
Plays Video Games



Micah Crist
Genesee Global - Co-op

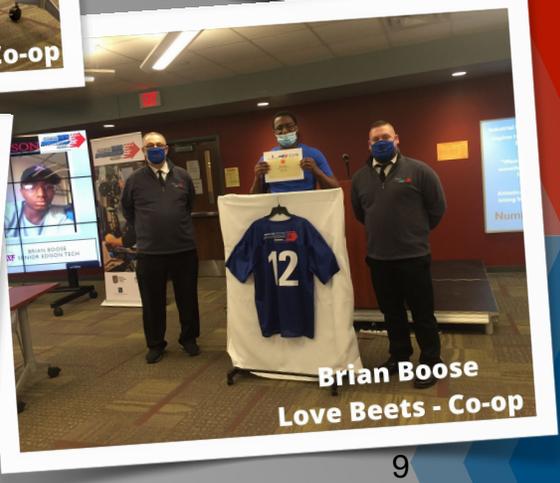


14th Overall Pick

Brian Boose
Love Beets - Co-op



Evan Coyne
Jrlon Inc. - Co-op



Upcoming Events

2021 ANNUAL JUNE GOLF OUTING

Ridgemont Country Club
3717 W Ridge Rd, Rochester, NY 14626

**DON'T BE A BOGEY, BE A BIRDIE AND JOIN
THE RTMA FOR OUR FIRST IN PERSON
EVENT OF 2021!**



June 21, 2021

Registration and Lunch: 11:00 a.m. - 12:00 p.m.

Shotgun Start: 12:15 p.m.

Networking & Cash Bar: 5:30 p.m.

Buffet Dinner: 6:15 p.m.

Winners Announced: 7:00 p.m.

Golf & Dinner: \$160

Dinner Only: \$50

Dress Code: No Jeans - Collared Shirts only

Each golfer to bring a door prize!

Sponsorship Opportunities Available

To register, please email
nmarshall@rtma.org mshero@rtma.org
or call 585-292-3760



Upcoming Events

April Monthly Meeting

April 15, 2021

Speaker: Nick Donofrio,
Compliance Assistance
Specialist, US Department of
Labor - OSHA

Sponsor: RG&E

To register, click [here](#)

May Monthly Meeting

May 20, 2021

Speaker: The Business
Council of New York State

Sponsor: M&T Bank

November Monthly Meeting

November 18, 2021

September Golf Outing

September 20, 2021

Locust Hill Country Club

National Manufacturing Day

October 1, 2021

RTMA/RBJ Technology and Manufacturing Awards

November 3, 2021

Click [here](#) for more information

National Apprenticeship Week

November 7 - 13, 2021

Holiday Social

December 2, 2021

Save the Date!

Contact Us

Board of Directors

Officers:

President
Tricia Wittreich
Cooper Vision - Scottsville

Vice President
Todd Hockenberger
PGM Corp

Secretary
John Raimondi
Nifty Bar Grinding & Cutting
Solutions

Treasurer
Tom Agnello
M-One Advisors

Directors:

Joe Klein
Klein Steel Service, Inc.

Wendy Smith
Optimation Technology

Michael Hyman
Optimax Systems Inc.

Brandon Redmond
Jrlon, Inc.

Rob Bettin
Eastman Kodak Company

Executive Director:

Robert J. Coyne

Member Company Services

Assembly, Fabrication &
Manufacturing
Optical Manufacturing
CNC Machining
Design & Engineering
Electric Discharge Machining
Molds
Plastic Injection Molding
Precision Grinding
Precision Machining
Precision Sheet Metal
Screw Machine Products
Special Machine Building
Tool & Die

RTMA Staff

Executive Director:

Robert J. Coyne
bcoyne@rtma.org

Director of Workforce Development:

Richard T. Turner
rturner@rtma.org

Office Manager:

Naomi Marshall
nmarshall@rtma.org

Administrative Assistant:

Marcie Sherlock
msherlock@rtma.org

2485 West Henrietta Road - Suite 152 -
Rochester, NY 14623

Phone Number: (585) 292-3760

Fax: (585) 427-2796

Email Us: info@rtma.org

<https://www.rtma.org/>

