



Rochester Technology and Manufacturing Association Quarterly Newsletter

October 2021

Happy Halloween everyone!

We hope that everyone has been able to enjoy the Fall weather and get outside to enjoy the sun while it's still here!

Since our last issue we held a webinar about Cybersecurity with Comtec Solutions. We also held our September Golf Outing and Clambake at Locust Hill Country Club.

Our team has been busy out and about promoting the Finger Lakes Youth Apprenticeship Program. We're excited for another successful year!

Keep an eye out on our events page on our website for more details about our upcoming events we'll be hosting!



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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.

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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 Chris Murphy at 585-750-5938 or Chris.Murphy@staples.com for assistance.



Bob's Blog

Dear RTMA Members,

Nine months into my new position and the RTMA is growing its membership and the services that we provide. This positive news comes even as we continue to battle the COVID restrictions and supply chain issues that are slowing growth of our economy every week. I communicated in last quarter's newsletter that we would be moving and that we had just completed our strategic planning sessions for the next three years. On top of that, we did not slow down advancing many of our services that we continue to provide.



We understand that the labor shortage and the lack of trained personnel is everyone's number one priority. You will see that our next 15 months of activities, we will be aggressively trying to close that gap.

We have successfully moved into our new offices at 2024 West Henrietta Road, Suite 3J. We are excited to start tracking our accomplishments towards our strategic goal of providing 1,500 qualified candidates to our members for hire by 12/31/2022. This is our Wildly Important Goal that came out of our strategic planning sessions. There will be more details to follow as we progress through the engagement process.

I want to thank everyone who attended our 75th Anniversary plus COVID celebration at Rohrbach's. A great time was had by all and there were several \$50 gift cards given out as a random draw for those who attended. This was not only a fun evening but was intended to be a thank you for the support that the manufacturing community has shown the RTMA throughout the past 75 years.

We have launched our third cohort of the Finger Lakes Youth Apprenticeship Program. Rich Turner and Mike Smith from Monroe Community College have been busy visiting schools from Penn Yan to Medina and every place in between, communicating to students and educators about the great careers that our members offer. Please visit the following link <https://fingerlakesyouthapprenticeship.org/for-employers/> scroll down and apply. We will take it from there and schedule you for interviews with students that are interested in the careers that you offer, sometime in November. Last year, we placed over 65 students with over 35 employers in the Finger Lakes Region. Don't delay in applying or your competition will be hiring these students before you get a chance to!

We have also engaged with several different opportunities to advance technologies in our region. AR/VR training with MCC and RIT is one project. Becoming a regional distributor for Tooling U that allows RTMA members a 25% discount on any Tooling U packages is brand new to the RTMA. We are also engaged with URMC with a program to support people with disabilities to see where they can fit into the manufacturing environment, just to name a few.

We continue to be the leader not only in our region but across NYS in group sponsorship for registered apprenticeship program and the Finger Lakes Youth Apprenticeship Program. We continue to strive for excellence in our workforce development actions and are viewed as benchmark in the two areas that I just mentioned.

I look forward to the presenting of the RBJ/RTMA Technology and Manufacturing Awards in November, as well as, seeing everyone at our annual Holiday party in early December. Details to be shared soon.

2021 has been a successful year so far and I look forward to seeing what the next three months bring as we close out my first year.

Workforce Development Updates

Back to School for the Finger Lakes Youth Apprenticeship Program

The Finger Lakes Youth Apprenticeship Program kicked off its 2021-2022 year with an emphasis on marketing. New videos on the FLYAP website highlight top manufacturing trades from CNC Machining to Electromechanical Technician and more! You can also check out our billboards which have been placed around the city with the message - Earn While You Learn.



FLYAP also grew its efforts by presenting to the Monroe County School Boards Association, unveiling billboards across the city of Rochester and presenting a mobile phone friendly QR-code and application to students.

Last year, FLYAP partnered with 36 companies across the region to provide 34 paid co-ops and 30 job shadows to local high school students. For more on FLYAP, visit www.flyap.org or contact Rich at rturner@rtma.org or (585) 721-6930.



RTMA Offering Tooling U-SME to Members at a Discount

This year, RTMA announced a new partnership with Tooling U-SME to offer real-world manufacturing and technical education at a 25% discount for members. Tooling U is the region's leading online instruction provider and offers more than 500 courses.

All classes are approved for related instruction for New York State Registered Apprentices and can be accessed on computers, tablets and mobile devices. For more, visit <https://www.rtma.org/toolingu/>, email info@rtma.org or call us at (585) 510-6557.



GREAT INVESTMENT. GREAT OPPORTUNITIES. GREAT PROSPECTS.





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The RTMA Staples program is here for you.

As a member of the Rochester Technology and Manufacturing Association, you have access to a pre-negotiated business program with Staples.

As you consider how to keep everyone safe and where your associates will be working, your Staples team is here to offer expertise, insights and trends, and solutions to assist you.

Staples experts are ready to support every area of your business, with much more than just office supplies.

The RTMA Staples program provides overall cost savings based on the entire Association's buying power. So when everyone participates, everyone benefits. Fast and free delivery is standard on all supply orders.

Orders should be placed through StaplesAdvantage.com.

To request a login, discuss your business needs, or ask questions, please reach out to the RTMA Staples Account Manager, Chris Murphy at Chris.Murphy@Staples.com | (585)750-5938

Staples is a trusted, reliable source for a variety of solutions including:

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- Copy and Print Services
- Promotional Products
- Unique and Hard-to-Source Items



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@brochester.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

Contact your local office today! Visit us at www.usi.com.



New Member Spotlight

Oxbo International became a member of the RTMA in October. They have a manufacturing facility located in Byron, NY.

Oxbo International "develops, manufactures, distributes and supports mechanized solutions for agricultural niche markets worldwide. Oxbo's top priority is to provide immediate local product and customer support for perishable and high-value crop producers."

To learn more about Oxbo's roots in Western NY, [click here](#) to check out this video.

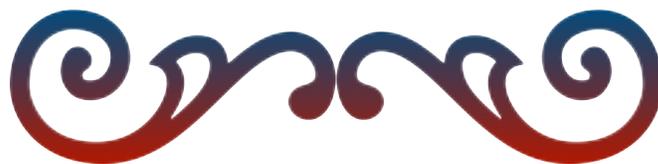
Website: <http://www.oxbocorp.com/>

Address: 7275 Byron Rd, P.O. Box 100, Byron, NY 14422

Contact: Chris Chadbourne, Plant Manager
cchadbourn@oxbo.com
585-548-2665 x1271



Welcome New Members!



ApprenTrac
Just Solutions, Inc.
Oxbo International
Prodigy Benefit Management
Twin Advertising
Velmex, Inc.





Tooling U-SME is the nation's number one manufacturing-specific online training provider. There are over 500 unique classes to take, ranging from Industrial Safety to Machining to Plastics Processing and more!

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Tooling U-SME is a
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*For more information and to get started, head
to our website!*

www.rtma.org/toolingu

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September Golf Outing and Clambake

On Monday, September 20th , we held our September Golf Outing and Clambake at Locust Hill Country Club. The weather was beautiful and we couldn't have asked for a better golfing day. We hope that everyone was able to enjoy themselves and it was so nice to be able to get together once again.

We'd like to thank our sponsors, who helped make this event happen: Brown & Brown, OptiPro Systems LLC, M-One Advisors, M&T Bank, Monroe Community College, Staples Business Advantage, Power Management Co., Genesee Regional Bank, KeyBank, SWBR Architects, Paramax Corporation, Boulter Industrial Contractors, Inc., Rochester Steel Treating Works, NYMAT Machine Tool Corp., Flaherty Salmin CPA's, and Rose & Kiernan, Inc.

We'd also like to thank our superstar volunteers: Joanne Cammilleri and Elizabeth Murray.

[Click here](#) to watch the video slideshow with all the pictures. Thank you to Bob Hyder, our photographer, for getting some really wonderful shots!



Our Community IS OUR GREATEST INVESTMENT

Tompkins is proud to support technology & manufacturing in Western New York. To learn more about how Tompkins can help service your business, whether it be through financing a piece of equipment, or recommending strategies to improve your working capital, contact Todd today.



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2021 RBJ/RTMA Technology and Manufacturing

Please join us on **Wednesday, November 3, 2021** at **12:00 p.m.** for the 2021 Technology and Manufacturing Awards!

Tickets are \$45 and include:

- Access to our professionally produced, TV-quality livestream program
- Video storytelling with compelling comments from each honoree
- Video shout out messages from our sponsors
- Guests and winners participating during the event through social media posts appearing live on the screen



[Click here to purchase yours today!](#)

Local Manufacturing News

- [Morelle Introduces Legislation to Help Manufacturers](#)
- [Optifab Returns to Showcase the Latest in Optics](#)
- [Bipartisan Bill Introduced to Strengthen US Supply Chains](#)
- [RIT Receives 1 Million Grant Upgrade to Expand It's Cleanroom Facility](#)
- [Local Company Helping to Bring More Manufacturing Back to the US](#)
- [A Career Path for Youth Seeking an Educational Alternative](#)
- [Schumer Pushes for Investments at STAMP Campus in Genesee County](#)

Upcoming Events

2021 NY Statewide Virtual Manufacturing Day

October 15, 2021

Click [here](#) for more information

Virtual Defense Forum with U.S. Congressman Joseph Morelle and Monroe County Executive Adam Bello

October 18, 2021

Click [here](#) for more information

RTMA Annual Meeting

October 21, 2021

RTMA/RBJ Technology and Manufacturing Awards

November 3, 2021

Click [here](#) for more information

National Apprenticeship Week

November 7 - 13, 2021

November Monthly Meeting

November 18, 2021

[Details](#) coming soon!

Holiday Social

December 2, 2021

Details coming soon!

December Webinar

December 8, 2021

Details coming soon!

Save the Date



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