

# Rochester Technology and Manufacturing Association Quarterly Newsletter

*July 2021*

Happy July everyone! We hope that you have been enjoying this warm (albeit rainy) summer so far.

Big things have happened since we last saw you!

We hosted our first in-person event of the year with the Annual June Golf Outing. We also wrapped up another amazing year for the Finger Lakes Youth Apprenticeship Program.

We've been busy behind the scenes planning new events and programs that you, as members, will be able to take advantage of.

We are going to start utilizing Wild Apricot to handle event registration, the Weekly Digest, payments, and membership renewal, so make sure you keep an eye out for emails from them.

A lot of exciting things are happening in the very near future. Make sure to read Bob's blog to see where our next adventure is going to take us!

**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](mailto: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](mailto: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](http://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](mailto: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](mailto: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](mailto:Chris.Murphy@staples.com) for assistance.

## Bob's Blog

Welcome all RTMA members,

Six months into my new position as Executive Director of this great organization and many things are already in motion. The current RTMA Board of Directors have been busy with our strategic planning sessions to set the stage for priorities for the next three years. In the September Quarterly Newsletter, I will share the outcome and what our Wildly Important Goal is, along with what actions we are implementing to meet that goal. The Registered Apprenticeship Program and Finger Lakes Youth Apprenticeship Program are continuing to expand and grow. The political climate has made some drastic changes over the past three years shifting from a Republican majority to a Democratic majority to a Democratic super majority. How to navigate this political platform to benefit the manufacturing community is a priority for me.



A few of the topics that came out of the strategic planning sessions from 2018 – 2021 were to expand our resources in social media, website development, and prepare for additional services that our members will need in the coming years like placement services and specialized training. We also looked for expansion opportunities as our current office space at the Applied Tech Center was restricting any growth potential.

In January, we added Rich Turner as Workforce Development Director. He has now fully transitioned into that role, taking full responsibility for the Registered Apprenticeship Program and Finger Lakes Youth Apprenticeship Program. Rich has also brought some new ideas to help find candidates for our members through a structured recruitment program targeting specific organizations and job openings. We also replaced the part-time office admin to a full-time office admin and hired Marcie Sherlock who was attending college and decided to join us. She has been a significant improvement in our resources, specifically in helping with our social media and website. Workforce development has been and will continue to be a top priority for our members.

We can now officially say that the Rochester Technology and Manufacturing Association will be moving our offices from the Applied Tech Center at MCC to our own office space at 2024 West Henrietta Road, Suite 3J, in the Brighton Campus Park, about 1/2 mile from where we are located now. Space has been a barrier for growth for several years and in our strategic planning session in 2018 there was an action to provide more resources and marketability for the RTMA. COVID obviously put a stop to looking at any space until things settled down and I think you will all find this space quite an improvement from what we have now.

The first floor has a large lobby with four offices and two bathrooms. The lower level has a large conference/training facility with an additional office, bathroom, kitchen/break room area, along with storage. With this additional space, we have many options we can utilize and offer our members as we progress through the coming years. Board meetings will now be held at our own facility. Health Care Consortium meetings can be conducted there as well, along with specialized events.

The RTMA remains committed to being a strategic partner to MCC and that will not change. We will, however, have our own space, Wall of Fame, Past Presidents, and RTMA history displayed with pride and honor. As we look to grow our membership, we will have our own image and space to bring prospects in and let them see why they need to be part of this great manufacturing association.

# Workforce Development Updates

## **The RTMA Apprenticeship Program Announces New Trades**

To better assist the more than 20 partnering businesses, the RTMA is expanding its Apprenticeship Program by adding four trades. The RTMA is adding the following trades:

- Building Maintenance Mechanic;
- Manufacturing Engineering Technician;
- Plant Maintenance – Electrician; and
- Plant Maintenance – Pipefitter.

These will allow the RTMA to provide more options to its active and prospective apprentices and employers.

For more on the RTMA Apprenticeship Program, visit [our website](#) or contact Rich at [rturner@rtma.org](mailto:rturner@rtma.org) or (585) 510-4335.



## **Banner Year for Finger Lakes Youth Apprenticeship Program**

After switching to a virtual format due to the Coronavirus epidemic, the Finger Lakes Youth Apprenticeship Program (FLYAP) didn't miss a beat – and had a banner year!

FLYAP, created through a partnership between the RTMA and MCC, worked with more than three dozen companies and schools throughout the nine-county region. A total of 34 seniors earned paid co-ops and 30 juniors and seniors secured job shadows in various trades; including CNC machining and electromechanical technician.

Participating schools include:

- Monroe #1 BOCES – Eastern Monroe Career Center;
- Monroe 2-Orleans BOCES – WEMOCO;
- Edison Technical Institute;
- Genesee Valley BOCES – Batavia Campus;
- Wayne Finger Lakes BOCES – Finger Lakes Technical Career Center; and
- Orleans/Niagara BOCES.

FLYAP will be expanding into more local schools when student return in the fall. Special thanks go to FLYAP Sponsors, the Ralph C. Wilson, Jr. Foundation and Rochester Gas & Electric.

For more on the Finger Lakes Youth Apprenticeship Program, visit their [website](#) or contact Rich at [rturner@rtma.org](mailto:rturner@rtma.org) or (585) 510-4335.



GREAT INVESTMENT. GREAT OPPORTUNITIES. GREAT PROSPECTS.



## New Board Members and Staff

Tom Ross is a lifelong Rochester resident. Following graduation from Gates Chili High School and SUNY Geneseo, Tom began working at Murphy and Nolan, Inc. in 2004. He currently holds the title of Vice President of Sales and Marketing and is responsible for the sales team with the locally-owned AS9100 certified metals distributor. Tom joined the board this May to help further advance the manufacturing sector of our region. Tom currently lives in Webster with his wife and two children.



Jonathan Sydor has been working steadily at his family business since 2010. He graduated from MCC in 2013 with an Associates in Precision Manufacturing and a Certificate in Optic System Technology. He has involved himself in many assets of manufacturing including: Machine operator, CNC programming, process engineering, maintenance, management and more recently sales and customer service. He lives in Webster with his wife Brandy, 2 kids Jackson and Savannah, and dog Remington.

Naomi joined the RTMA in June of 2019. She had a small stint as a Customer Service Rep for a Verizon-based call center. Previously, she worked at a local moving coming for 13 years and rose to the position of Office Manager. Naomi is a proud graduate of the Rochester Business Institute with a degree in Accounting. She is an avid reader who also enjoys cooking many different cuisines and baking. Naomi loves a good road trip but will sit back and enjoy a flight too. She has visited and lived in many places. Her favorite hometown is Nuremberg, Germany.



Marcie joined the RTMA as an Administrative Assistant in February of 2021. She previously worked at the University of Rochester in an administrative role. She is responsible for the RTMA's digital media, including this here newsletter! She also helps out with other general administrative tasks. She was born and raised in Syracuse and moved to Rochester in 2017. She enjoys listening to music, reading, and is also in the process of obtaining her Irish citizenship.

# Brown & Brown Insurance

RTMA Member Companies working with **Brown & Brown** help financially support RTMA programs and services for Manufacturer's 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](mailto: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](mailto:Joseph.Talbot@usi.com)

Carrie Street  
585.736.5845 | [Carrie.Street@usi.com](mailto: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](http://www.usi.com).

## New Member Spotlight

Akoustis Technologies, Inc. became a member of the RTMA in April. They have a manufacturing facility located in Canandaigua and are headquartered in North Carolina.

Akoustis is on the cutting-edge of new technology for 5G communications. They design, develop, and manufacture innovative bulk acoustic wave (BAW) RF filters for the growing wireless industry.

Akoustis has been in their Canandaigua facility for 4 years now and have plans to increase their production and manufacturing capability by the end of 2021, with the goal being 24/7 manufacturing operation.

**Website:** <https://akoustis.com/>

**Address:** 5450 Campus Dr.  
Canandaigua, NY 14424

**Contact:** Laura-Ann Wood, Office Manager  
[lwood@akoustis.com](mailto:lwood@akoustis.com)  
585-919-3029



## Welcome New Members!

**Akoustis Technologies, Inc.**  
**LSI Solutions**  
**Spectrum Reach**  
**Ward Greenberg Heller & Reidy**  
**Wondervision**



## 2021 RBJ/RTMA Technology and Manufacturing

[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**

*Nominations due  
by August 20th!*



## Tooling-U

The RTMA has partnered with Tooling U-SME to become the leading service provider for the Finger Lakes region. Tooling University is the nation's number one manufacturing-specific online training service. It offers real-world, practical, and technical education with more than 500 unique online classes targeted to engineers, machinists, press operators, assemblers, and industrial maintenance professionals.

Starting in August, we'll be launching a new program for our members to enjoy.

Keep your eyes peeled on the RTMA website for more details to come!



**TOOLINGU**

sme 

## 2021 June Golf Outing Recap

On Monday, June 21st, we held our Annual June Golf Outing at Ridgemont County Club. This was our first large in-person event since the start of the COVID-19 pandemic. There was a great showing of support from everyone and we were able to max out the golf teams!

Even though it rained for a little bit during the afternoon, that still didn't put a damper on the day. We are so happy that everyone enjoyed themselves, and we can't wait to see you soon for the September Golf Outing and Clam Bake. Keep an eye for details coming soon!

We'd like to thank our sponsors, who helped make this event happen: Brown & Brown, OptiPro Systems LLC, Prodigy Benefit Management, Comtec Solutions of NY, LLC, Tompkins Bank of Castile, Key Bank, Genesee Regional Bank, OneGroup, NYMAT Machine Tool Corp., Rose & Kiernan, Inc., Syracuse Supply Machine Tools, and H&C Tool and Hewes Fastener.

We'd also like to thank our superstar volunteers: Annette Brenner, 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!

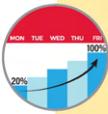




# Prevent Heat Illness at Work

**Outdoor** and **indoor** heat exposure can be dangerous.

## Ways to Protect Yourself and Others



### Ease into Work

Nearly 3 out of 4 fatalities from heat illness happen during the first week of work.

- ✓ **New and returning** workers need to build tolerance to heat (acclimatize) and take frequent breaks.
- ✓ **Follow the 20% Rule.** On the first day, work no more than 20% of the shift's duration at full intensity in the heat. Increase the duration of time at full intensity by no more than 20% a day until workers are used to working in the heat.



### Drink Cool Water

Drink cool water even if you are not thirsty — at least 1 cup every 20 minutes.



### Dress for the Heat

Wear a hat and light-colored, loose-fitting, and breathable clothing if possible.



### Take Rest Breaks

Take enough time to recover from heat given the temperature, humidity, and conditions.



### Watch Out for Each Other

Monitor yourself and others for signs of heat illness.



### Find Shade or a Cool Area

Take breaks in a designated shady or cool location.



### If Wearing a Face Covering

Change your face covering if it gets wet or soiled. Verbally check on others frequently.

## First Aid for Heat Illness

The following are signs of a medical emergency!



- Abnormal thinking or behavior
- Slurred speech
- Seizures
- Loss of consciousness

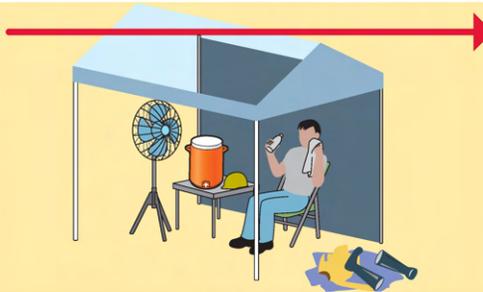
- 1 >> **CALL 911 IMMEDIATELY**
- 2 >> **COOL THE WORKER RIGHT AWAY WITH WATER OR ICE**
- 3 >> **STAY WITH THE WORKER UNTIL HELP ARRIVES**



Watch for any other signs of heat illness and act quickly. When in doubt, call 911.

### If a worker experiences:

- Headache or nausea
- Weakness or dizziness
- Heavy sweating or hot, dry skin
- Elevated body temperature
- Thirst
- Decreased urine output



### Take these actions:

- >> Give water to drink
- >> Remove unnecessary clothing
- >> Move to a cooler area
- >> Cool with water, ice, or a fan
- >> Do not leave alone
- >> Seek medical care if needed



**OSHA** Occupational Safety and Health Administration

For more information: 1-800-321-OSHA (6742)

TTY 1-877-889-5627 [www.osha.gov/heat](http://www.osha.gov/heat)

Federal law entitles you to a safe workplace. You have the right to speak up about hazards without fear of retaliation. See <https://www.osha.gov/workers> for information about how to file a confidential complaint with OSHA and ask for an inspection.

OSHA 3431 (09) 2021

## Upcoming Events

### **Veterans Stand Down**

August 13, 2021

Click [here](#) for more information

### **RTMA 75th Anniversary Plus COVID Celebration**

August 17, 2021

### **Rochester Summer Soul Festival - Community Block Party**

August 28, 2021

Click [here](#) for more information

### **Cybersecurity Webinar**

September 2021

Click [here](#) for updates

### **September Golf Outing**

September 20, 2021

Locust Hill Country Club

### **National Manufacturing Day**

October 1, 2021

### **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

### **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

Treasurer  
Tom Agnello  
M-One Advisors

### **Directors:**

Joe Klein  
Klein Steel Service, Inc.

Wendy Smith  
Optimation Technology

Michael Hyman  
Optimax Systems Inc.

Rob Bettin  
Eastman Kodak Company

Tom Ross  
Murphy and Nolan, Inc.

Jonathan Sydor  
Sydor Optics, Inc.

### **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](mailto:bcoyne@rtma.org)

### **Director of Workforce Development:**

Richard T. Turner  
[rturner@rtma.org](mailto:rturner@rtma.org)

### **Office Manager:**

Naomi Marshall  
[nmarshall@rtma.org](mailto:nmarshall@rtma.org)

### **Administrative Assistant:**

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[msherlock@rtma.org](mailto:msherlock@rtma.org)

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