

ETA Region III Business Forum

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The Manufacturing Institute is the **authority** on the **attraction, qualification, and development** of world-class manufacturing talent.



Why Manufacturing?

Exports



R&D



Manufacturing's Multiplier Effect

Figure 2 – Manufacturing's Multiplier Effect Is Stronger Than Other Sectors' (Updated November 2012)



Source(s): U.S. Bureau of Economic Analysis, Annual Input-Output Tables

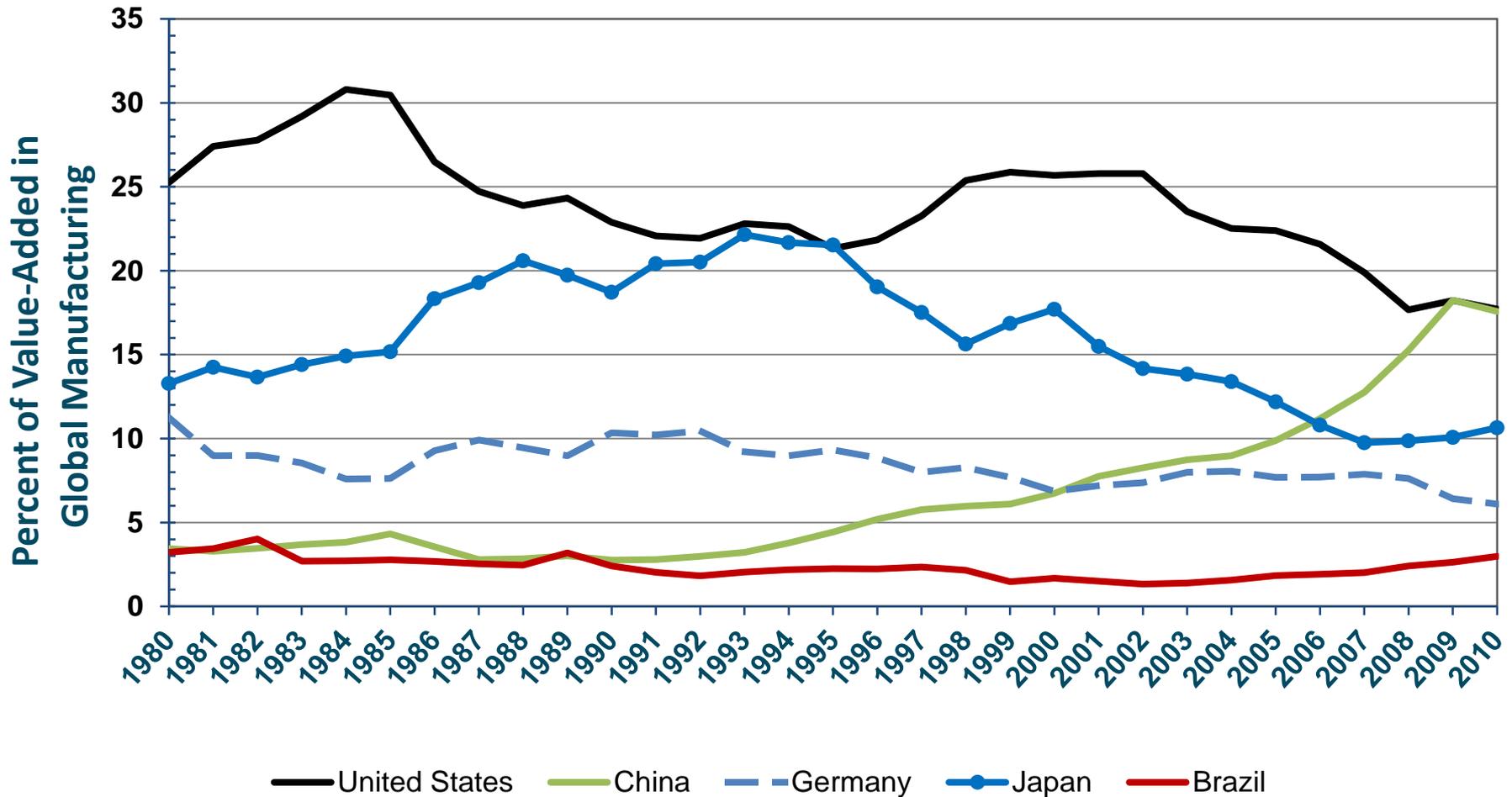
Public Support for Manufacturing

Chart 8. Ranking by respondents of the type of new industry facility they would support to create 1,000 new jobs in their community

Facility	Rank
Manufacturing facility	1
Energy production facility	2
Technology development center	3
Healthcare facility	4
Financial institution	5
Retail center	6
Communications hub	7

Aggregate ranking of sectors by all respondents

Manufacturing Size by Country



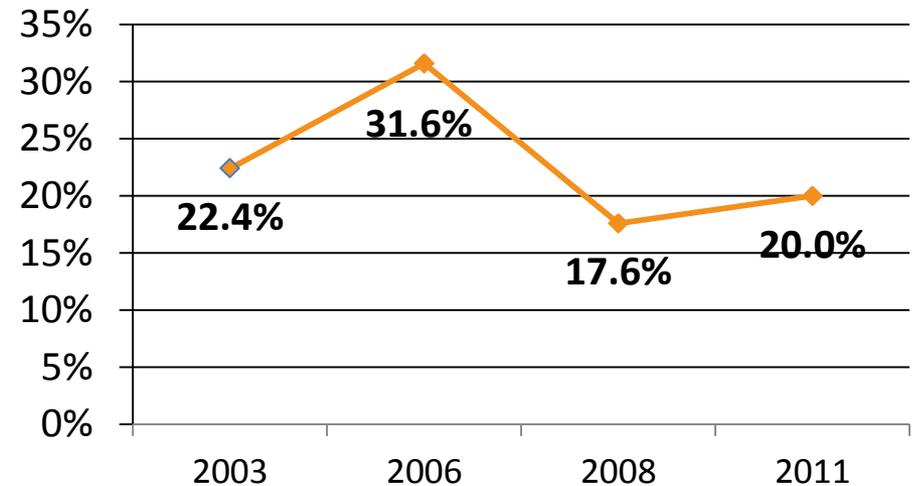
A blurred background of the United States flag, showing the stars and stripes in a soft, out-of-focus manner. The colors are muted and the overall effect is a sense of depth and texture.

A resurgence in U.S.
manufacturing?

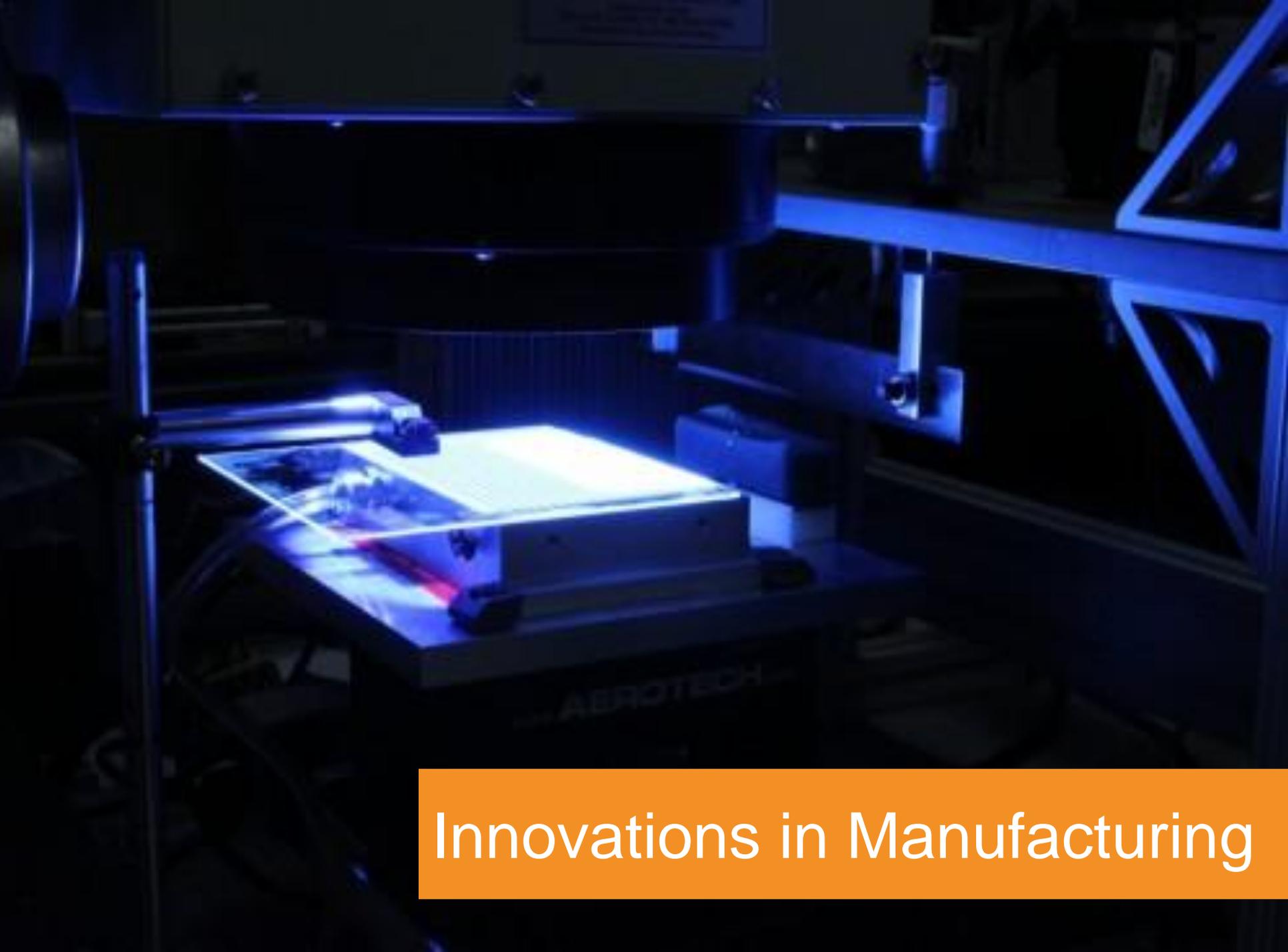
Structural Cost of Manufacturing

- U.S. Manufacturers face a 20% cost burden over competitors from our largest trading partners.
- Corporate tax rates make up over half that burden as other countries have reduced rates.

Structural Cost Burden For U.S. Manufacturers



	U.S.	Canada	Mexico	Japan	China	Germany	U.K.	Korea	Taiwan	France
1997	40%	44%	34%	51%	33%	57%	31%	30%	25%	36%
2010	40%	31%	30%	40%	25%	29%	28%	24%	17%	33%



Innovations in Manufacturing



Manufacturers need a highly skilled workforce.

2010 Global Manufacturing Competitiveness Index Report

Table 1: Drivers of global manufacturing competitiveness

Rank	Drivers	Driver score	
		10=High	1=Low
1	Talent - driven innovation	9.22	
2	Cost of labor and materials	7.67	
3	Energy cost and policies	7.31	
4	Economic, trade, financial and tax systems	7.26	
5	Quality of physical infrastructure	7.15	
6	Government investments in manufacturing and innovation	6.62	
7	Legal and regulatory system	6.48	
8	Supplier network	5.91	
9	Local business dynamics	4.01	
10	Quality and availability of healthcare	1.81	

Source: Deloitte and US Council on Competitiveness - 2010 Global Manufacturing Competitiveness Index; ©Deloitte Touche Tohmatsu, 2010.



82% of manufacturers can't find skilled workers

600,000 jobs go unfilled

\$1.1M in lost company revenue

There are fewer manufacturing education programs.



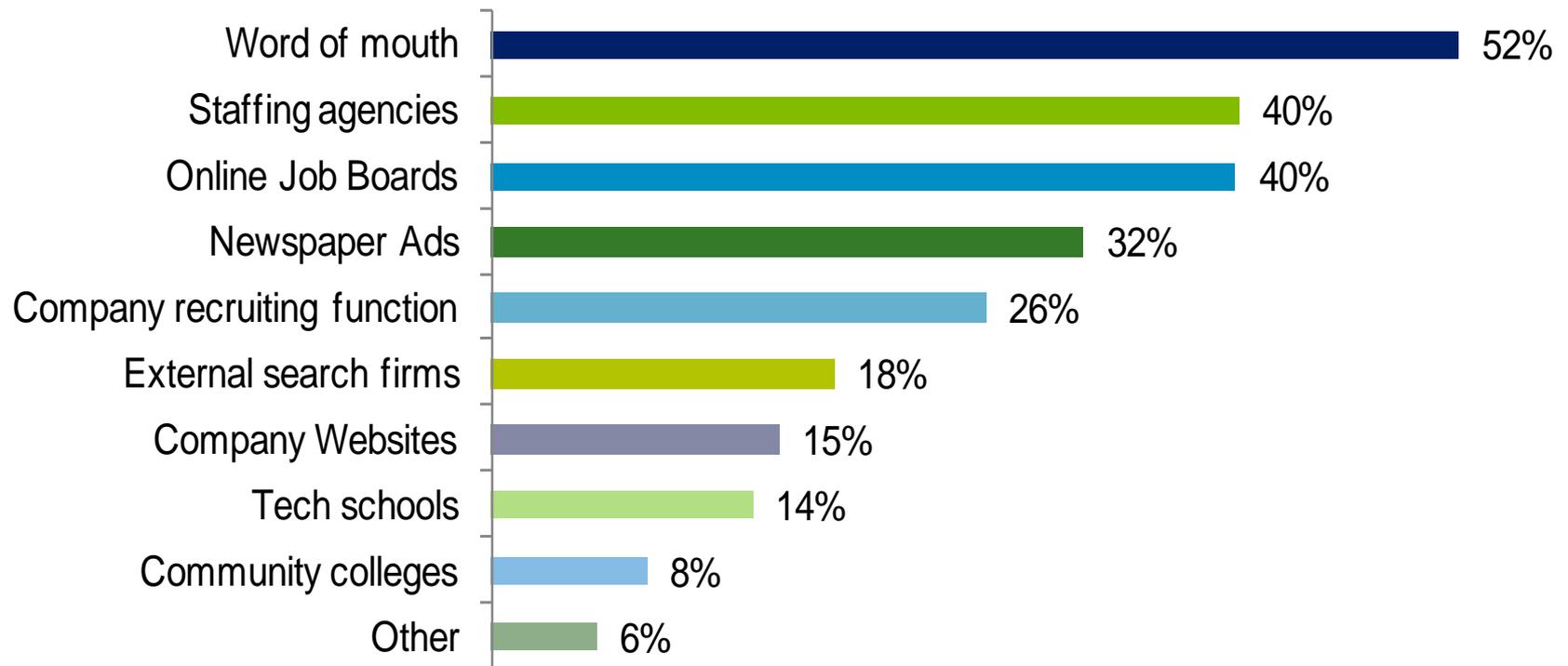
There are fewer students pursuing manufacturing careers.



Today, 3 out of 10 parents would encourage their kids to pursue manufacturing as a career.

Manufacturers Need New Workforce Strategies

Top sources for new employees



Apply the same standards used in industry practices to training and recruiting talent.



Balder's Quality Policy

Value Formula
 $V = Q \times S \times P$
C x T

ROACH
CONVEYORS

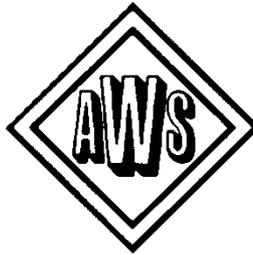
Yellow paper with handwritten text and numbers, possibly a work order or inspection sheet.



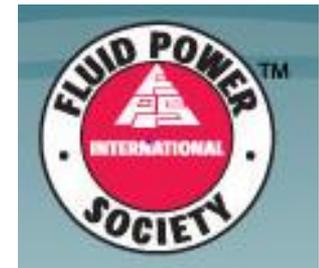
THE NATIONAL ASSOCIATION OF MANUFACTURERS ENDORSED
Skills Certification System

Producing a High-Performance Manufacturing Workforce

Founding Partners



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