



The Center to Advance Manufacturing Monthly News

April 2024

Dear Associates,

As we built out a strategic plan for 2024 at the Center to Advance Manufacturing, an annual theme emerged: measure the current state. It is important to continually gauge the current state in order to determine impact, success, and areas of improvement. The Center to Advance Manufacturing team measures and studies several key program areas at our partner schools, Bowling Green State University (BGSU), Owens Community College (OCC), and the University of Findlay (UF). These areas include existing programming, instructor capacity, available equipment for training, students with co-ops in industry, and many more.

A key area we are reviewing is the usage of training programs within Northwest Ohio. One of these programs is TechCred. TechCred is a State of Ohio program that reimburses businesses up to \$2,000 per employee for the cost of training workers. Funding is available every two months, with a cap of \$30,000 per company per funding cycle. Therefore, a business can received up to \$180,000 per year for training employees. In reviewing NW Ohio's utilization of TechCred, we ask questions such as: Who is using TechCred? How often are they using it? What credentials are they obtaining?

In the most recent data available (from 2022), \$2,628,019 was awarded to manufacturers in Northwest Ohio for TechCred. This sounds like a big number, but when you think about the number of manufacturing firms in Northwest Ohio, only 89 manufacturers utilized the TechCred program.

County	Tech Cred	Total Companies
Allen	\$ 24,100.00	3
Crawford	\$ -	0
Defiance	\$ 58,100.00	2
Fulton	\$ 393,812.00	5
Hancock	\$ 543,911.00	9
Hardin	\$ 41,900.00	2
Henry	\$ 63,302.00	3
Lucas	\$ 405,561.00	18
Ottawa	\$ 203,485.00	4
Paulding	\$ 60,198.00	4
Putnam	\$ 45,710.00	3
Sandusky	\$ 143,712.00	6
Seneca	\$ 294,468.00	10
Van Wert	\$ 30,693.00	3
Williams	\$ 167,466.00	7
Wood	\$ 126,608.00	8
Wyandot	\$ 24,993.00	2
	\$ 2,628,019.00	89

After digging into the data, it is clear that there is a lot of opportunity to expand the usage of TechCred in our area. Based on the data and the need, the Center recently hired a Workforce Training Coordinator. I am pleased to welcome Jeri Steinbrook to the Center. Jeri has extensive experience in working with training programs and providers and we are excited to share her expertise with Northwest Ohio companies.

How do we increase the number of companies using TechCred and the number of workers being trained? We must build awareness of the program and application period, explain the program guidelines, and identify which credentials are offered. We will accomplish these tasks by having our Workforce Training Coordinator, Jeri, be the expert and go-to person in Northwest Ohio to connect employers with state programs while aligning programs at Owens, BGSU, and UF.

In addition to TechCred, there are other programs that can assist with workforce training including On the Job Training (OJT) and Incumbent Worker Training (IWT). Let the Center be your easy button to assist with these programs. Collectively, we will leverage State of Ohio programs, increase the amount of training completed by our education partners and improve the region's workforce through the completion of certifications. You can learn more about TechCred at <https://techcred.ohio.gov/> or feel free to contact us at the Center.

Sincerely,



Tim Mayle
Executive Director
419-788-0490



Sandusky County Economic Development Corporation (SCEDC) Annual Meeting

Tim Mayle attended the SCEDC annual meeting of investors in early March. SCEDC Executive Director, Beth Hannam, shared information about the successful year that Sandusky County had. Senior Vice President of Research, K. Venkatesh Prasad from the Center for Automotive Research spoke on the auto industry transition and how it will impact future workforce training and development needs in Northwest Ohio.



Mayle, pictured with SCEDC Executive Director, Beth Hannam, and CAR Senior VP of Research, Prasad.

JobsOhio Stakeholder Reception



The JobsOhio Stakeholder Reception, attended by Mayle, offered a great opportunity for networking and collaboration.

Mayle, pictured with JobsOhio Chief of Staff and BGSU Board of Trustee, Phil Greenberg.

Center for Regional Development (CRD) State of the Region

The CRD hosted an excellent State of the Region event at Bowling Green State University. CRD Director, Nichole Fifer, provided data on Northwest Ohio in her State of the Region Address, followed by several speakers that highlighted digital connectivity and inclusion in Ohio.



CRD Director Nichole Fifer, BGSU President Rodney Rogers, and Ohio State Senator Rob McColley presenting at the State of the Region.

Raise the Bar (RTB) Manufacturer Meeting

Center staff participated in Hancock County RTB's manufacturer meeting. Mayle presented on BGSU's pilot microcredential program (details on next page), while RTB Executive Director Tricia Valesek shared information on The Ohio Manufacturers' Association competency model initiative.



Fab Five Micropolitans

Five communities in Northwest Ohio were named in Site Selection magazine's Top Micropolitans: Findlay, Greenville, Sidney, Wooster, and Defiance. Mayle attended their celebration in Findlay and enjoyed hearing about the initiatives that are contributing to making the "Fab Five" towns successful.



JobsOhio President & CEO J.P. Nauseef, Ohio Department of Development Director Lydia Mihalik, RGP President & CEO Dean Monske, pictured with Mayle

Center for Automotive Research (CAR) Industry Briefing



CAR Senior VP of Research, Prasad, presenting to the group.

CAR hosted an industry briefing that focused on the forces shaping the automotive industry. Experts provided their insights on the changes affecting auto inventory, interest rates, wages, material costs, workforce training, industrial sites, and research in the current market.

Regional Growth Partnership (RGP) Annual Meeting

Over 500 attendees packed the Pinnacle event center at RGP's annual meeting. In their 2023 recap, they shared that 77 of the 123 projects in Northwest Ohio were in the advanced manufacturing sector, demonstrating the significance of manufacturing in the region.



Ohio Governor, Mike Dewine, presenting at the RGP meeting.

Williams County Economic Development Corporation (WCEDC) Annual Meeting



WCEDC Executive Director, Ashley Epling presenting at the annual meeting.

Mayle attended the WCEDC Annual meeting where their Executive Director, Ashley Epling, shared their successes for the past year. Noteworthy highlights include the county's use of Tech Cred and the expansion of Four County Career Center.

Advancing Regional Talent in Smart Manufacturing

Bowling Green State University (BGSU) is developing advanced manufacturing continuing education modules in the areas of 'automation and robotics' and 'smart manufacturing'. As emerging technologies continue to drive manufacturers to identify opportunities to automate processes, the industry needs employees that can safely, efficiently, and effectively, work alongside robots and other automated processes.

To meet this need, BGSU will develop 16 modules in 2024-2025 targeted toward non-degreed and degreed manufacturing workers currently in the workforce or entering the workforce.

Examples of the future module topics include robot mechanism and control, artificial intelligence and machine learning, machine vision systems, computer aided manufacturing, process control, microfabrications and characterizations, and more!

For more information on this program, contact us today.

Meet our New Workforce Training Coordinator, Jeri Steinbrook



We're excited to welcome Jeri Steinbrook to the Center to Advance Manufacturing team as our Workforce Training Coordinator. A lifetime native to Hancock County, Jeri grew up in McComb, Ohio. She attended the University of Toledo, where she obtained a Bachelor of Science Degree in Criminal Justice. After college, she was employed at Seneca County Job and Family Services helping families in the Children Services Unit for a little over a year. She then moved to Hancock County Job and Family Services where she was employed for 26 years before joining the Center. At Hancock County, Jeri spent the last 7 years in the Workforce Unit as a Workforce Navigator/Career Coach for youth ages 14 - 24. More specifically, she worked with providers to obtain credentials for the youth and helped them with post-secondary goals. In addition, she maintained knowledge of the program guidelines to determine eligibility, as well as monitor the youths within the program.

When asked what she is looking forward to most, Jeri stated, "I am excited to take the knowledge I already have and apply it to the Workforce Training Coordinator position. It will be a privilege to work with manufacturing companies to help them apply for funding on areas of training needs within their business."





Join us for a free webinar to learn about

Foreign-Trade Zones: How to reduce, defer, or eliminate tariffs on imports

 Wednesday, May 1 | 9:00 AM - 10:00 AM

Register today by emailing Kassie Cooper at kassiec@bgsu.edu

FEATURING:



TIM MAYLE
EXECUTIVE DIRECTOR



JOE CAPPEL
VP, BUSINESS DEVELOPMENT



REBECCA WILLIAMS
MANAGING DIRECTOR, RGFTZS





Shipment Origins	HS Codes (4-digit)	Shipments
India	4011 New pneumatic tyres, of rubber	304
China	8708 Motor vehicles; parts and accessories, of heading no. 8701 to 8705	163
China	8418 Refrigerators, freezers and other refrigerating or freezing equipment, electric or other; heat pumps other than air conditioning machines of heading no. 8415	83
India	8708 Motor vehicles; parts and accessories, of heading no. 8701 to 8705	79
China	9401 Seats (not those of heading no. 9402), whether or not convertible into beds and parts thereof	70
South Korea	8708 Motor vehicles; parts and accessories, of heading no. 8701 to 8705	67
China	7308 Structures of iron or steel and parts thereof; plates, rods, angles, shapes, sections, tubes and the like, prepared for use in structures	65
Japan	8708 Motor vehicles; parts and accessories, of heading no. 8701 to 8705	64
China	8431 Machinery parts; used solely or principally with the machinery of heading no. 8425 to 8430	40
China	8409 Parts suitable for use solely or principally with the engines of heading no. 8407 or 8408	37

Northwest Ohio Imports

China, India, and Germany continued to be the leading importers to Northwest Ohio in the first quarter of 2024. The top industry classifications that were imported were oil and gas, metal and glass containers, industrial machinery, packaged food and meats, and auto parts and equipment. The number one import by volume of shipments classified by the Harmonized System (HS) was 4011 (tires) from India. The top 10 imports by volume per HS code were from Asia.

Northwest Ohio continues to utilize its unparalleled global access via roads, rail, and water to compete in a global manufacturing economy. Each month the Center provides a breakdown to each County Economic Development Director. If you are interested in having your own import analysis completed, please reach out to Center staff.

Site Visits & Meetings



Partner School Meeting

Center staff had an in-person meeting with representatives from our partner schools, BGSU, OCC, and UF to discuss how each school can work together to connect with industry to meet training needs. Attendees also enjoyed a tour of the training labs on the Owens Findlay campus. The Center meets weekly with the three schools to discuss training opportunities, external engagement, strategy and collaboration.

University of Findlay Deans Meeting

Center staff attended the University of Findlay Deans Council meeting. A great discussion was held on ways to support manufacturers through access to students, faculty, labs, and training. Raise the Bar Hancock County also joined to collaborate on workforce solutions.



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Contact Us Today

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