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**JOINT STUDY FROM MANUFACTURERS ALLIANCE OF NEW YORK STATE AND NYSEDC INDICATES  
MANUFACTURERS STILL FIND NEW YORK ECONOMIC CLIMATE CHALLENGING, YET  
MANUFACTURERS CONTINUE TO INVEST**

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**Syracuse, New York**—Results of a new study released today, *“Manufacturing Executives: Attitudes, Operations, Expectations & Opportunities”* indicates that while the manufacturing sector stills finds the economic climate to be challenging, they continue to invest in capital and operations in New York State. The study is part of a continuation series that began in 2010, conducted by Zogby Analytics, and commissioned by a partnership between the Manufacturers Alliance of New York State, its policy and research arm the Manufacturers Research Institute of New York State and the New York State Economic Development Council (NYSEDC).

As part of the 7th Annual Manufacturing Lobby Days in Albany, held March 17th & 18th, a press conference was held announcing the findings. Joining the press conference in support of manufacturing included Senator Tom O’Mara (R-Big Flats), Senator David Valesky (IDC-Syracuse) and Assembly Minority Leader Brian Kolb, (R-Canandaigua). Business leaders included Randy Wolken, President of the Manufacturers Alliance of New York State, Brian McMahan, Executive Director of the New York State Economic Development Council, and Michael Stam, President & CEO, Tomkins County Area Development (TCAD). Survey results were presented by Jonathan Zogby of Zogby Analytics.

The study indicated that there was no appreciable improvement in attitude or outlook since MACNY/Zogby Analytics began this series in 2010, and the general mood indicators remain very low. The March 2014 study shows that by a factor of five to one, more say that maintaining manufacturing business operation in NYS has gotten worse (53%), while only 10% feel it has gotten better. Despite this opinion, the report also shows seven in ten (68%) give a good or fair rating to their company’s ability to maintain business operations in New York State, and the number of manufacturing executives who say their employment levels have increased (30%) is up from 2010 and 2012 levels.

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*“Our study has indicated something we have long known: New York State manufacturers are resilient. Despite the challenging economic climate, manufacturers are seeing success and growth based on their ability to adapt. In this study, we sought to identify just what manufacturers were feeling about the economic climate, and identify how New York State should focus its attention to help grow manufacturing and our economy. Broad-based relief for manufacturers with regards to tax reduction and regulatory reform remain critical for the retention and growth in New York State of our manufacturers,”* stated Manufacturers Alliance President Randy Wolken.

Brian McMahon, Executive Director of the New York State Economic Development Council said, *“These findings should be a call to action by state elected officials to enact two important tax measures proposed by Governor Cuomo; implementation of a 20 percent real property tax credit for manufacturers; and, repeal of the 18-a utility gross receipts tax for industrial users. These proposals get at the heart of two of the most detrimental cost-drivers for manufacturers and, if enacted, would allow these employers to invest more in worker training, technology, and equipment.”*

*“It’s clear that our manufacturing sector remains strong as a foundation of New York State’s economy. It’s also clear that we need to take aggressive actions, beginning with this year’s budget, to enact tax cuts and regulatory reforms to strengthen our manufacturing sector for the future. We’ve talked about these actions for many years, and now we need to finally act. Revitalizing and strengthening manufacturing remains the best hope, in my opinion, for turning around the upstate economy through good, well-paying jobs, and long-term economic security for our workers and their families,”* said Senator Tom O’Mara (R,C-Big Flats).

*“Manufacturing is a significant industry in New York State, and this study provides a road map for what we need to do to help it grow. On a state level, I will continue to support policies to create a more business-friendly environment, including tax relief and creating a strong workforce, to help manufacturers expand across the state,”* Senator David J. Valesky said.

Assembly Minority Leader Brian Kolb stated *“As a former owner of a manufacturing business, I fully appreciate the potential and the problems these business leaders witness every day. The Zogby report captures the core issues that need to be addressed to help our manufacturers succeed. For too long, high taxes and over-regulation have stifled job creation and prevented manufacturers from growing or in some cases, staying, in New York State. Manufacturing is one the most important sectors of our economy and it is critical that we do everything we can to create more manufacturing jobs and opportunities for prosperity.”*

An executive summary and a full copy of the report are included with this press release.

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#### **About the Manufacturers Alliance of New York State**

The Manufacturers Alliance of New York State (The Alliance) is the State’s premier and largest manufacturing association, representing small and large manufacturers in every industrial sector

throughout New York State. Manufacturing employs 462,000 New York residents, and our economic generation and multiplier effect is undisputed. Started in 2005, the Alliance is comprised of seven regional trade associations, including the Manufacturers Association of Central New York, the Council of Industry of Southeastern New York, the Chief Executive Network of the Capital Region, the Manufacturers Association of the Southern Tier, The Rochester Tooling and Machining Association, the Buffalo Niagara Manufacturing Alliance and the Long Island Forum for Technology. The Alliance proudly serves as the leading advocate for a pro-business policy agenda that helps manufacturers compete in the global economy and allows policy makers to create a better business climate for New York State.

#### **About New York State Economic Development Council of New York State**

The New York State Economic Development Council is the State's principal organization representing economic development professionals. Our 900 members include the leadership of Industrial Development Agencies, Local Development Corporations, commercial and investment banks, underwriters, bond councils, utilities, chambers of commerce, and private corporations. The purpose of NYSEDC is to promote the economic development of the state and its communities, encourage

#### **About the Manufacturing Research Institute of New York State**

The MRI is the research, policy and educational arm of the Manufacturers Alliance of New York State. The MRI conducts research to increase awareness among the general public, educators, policy makers and the media about the importance and necessity of manufacturing sustainability to New York State's future economic stability and overall quality of life. The MRI is the first and only research institute dedicated solely to the promotion and advancement of New York State manufacturing.