

IN THIS ISSUE

October 2010

» [University, MNSCU board chairs to address manufacturers](#)

The health of Minnesota manufacturers is vital to our state economy and the Minnesota Chamber of Commerce. Nearly one-quarter of our members are in the manufacturing sector. We are your voice and your advocate.

» [Special thanks to Elizabeth Abraham](#)

This e-newsletter is distributed to keep you abreast of issues. We welcome your feedback. Please contact Jennifer Byers, vice president of external operations, at (651) 292-4673 or jbyers@mnychamber.com.

» [New Minnesota Manufacturing Careers website offers resources for job-seekers, educators](#)

University, MNSCU board chairs to address manufacturers

» [Grow Minnesota! findings: Creativity integral to growth](#)

Minnesota Manufacturers Summit: Developing a world-class workforce for world-class Minnesota manufacturers

» [E.J. Ajax & Sons: Focus on safety delivers rewards](#)

Thursday, October 28
7:30 a.m. - 1:30 p.m.
Sheraton Bloomington Hotel, Minneapolis South
7800 Normandale Boulevard, Bloomington
\$79 per person, \$600 for a table of 8

» [Action Center: Cast an informed vote](#)

Click [here](#) for a full agenda.

» [New Xcel Energy rebate program for LED lights](#)

»»» REGISTER NOW

Join manufacturing, business and education leaders as they focus on how Minnesota continues to produce a highly skilled, world-competitive workforce to ensure that Minnesota manufacturers remain world class. The Minnesota Manufacturers Summit recognizes the important contributions of our state's manufacturers to our regional and state economies.



The Summit is sponsored by the Minnesota Manufacturers Coalition, comprised of manufacturing associations and companies statewide. Managed by the Minnesota Chamber, it works to bring visibility to manufacturing issues and highlight the contributions of manufacturers. Elizabeth Abraham, president, Top Tool Company, serves as chair of the Coalition.

Agenda in brief:

Is the economic recovery real for Minnesota manufacturers?
William A. Blazar, senior vice president, public policy and business development, Minnesota Chamber of Commerce
Jamie Woell, manufacturing & distribution assurance leader, McGladrey

The role of Minnesota's public higher education institutions in producing a skilled workforce
Clyde Allen, chair, U of M Board of Regents
Scott Thiss, chair, MnSCU Board of Trustees

Is Minnesota's K-12 system in need of reform?
Cecilia Retelle, manager, education policy, Minnesota Chamber of Commerce



Clyde Allen



Scott Thiss



Meeting manufacturing workforce needs

Mike Gramse, owner and president, MRG Tool and Die Corporation, Faribault
Tom Wosepka, chief financial officer, Douglas Machine, Alexandria



New workforce challenges - Regulatory and legal

Lauren Lonergan, shareholder, Briggs and Morgan. P.A.

Registration can be made online at www.mnchamber.com. For questions, contact Lisa Engdahl at (651) 292-4699, or lengdahl@mnchamber.com.

Special thanks to Elizabeth Abraham

Elizabeth Abraham, president of Top Tool Company, Minneapolis, has served as chair of the Minnesota Manufacturers Coalition for the past two years. Elizabeth is a tireless advocate for Minnesota manufacturing. During her tenure, she strengthened relationships with state and federal policy-makers including leading meetings with Senator Al Franken and staff of other Congressional leaders. She expanded the presence and reach of the Coalition by hosting meetings at Domaille Engineering in Rochester and New Flyer in St. Cloud.



Elizabeth Abraham



She ensured continued advocacy at the state level, working to sustain a manufacturers' advocate position at the Minnesota Department of Employment and Economic Development, now staffed by Debra Bultnik. In addition, she is a voice for manufacturing in a wide range of other associations and educational institutions. We applaud her leadership and look forward to her continued involvement.

New Minnesota Manufacturing Careers website offers resources for job-seekers, educators

Students, job-seekers and teachers interested in exploring careers in manufacturing have a new online resource: MNManufacturingCareers.org. "Visitors to the Minnesota Manufacturing Careers website will be able to research manufacturing careers, learn about education options and find manufacturing employers," said Minnesota Department of Employment and Economic Development (DEED) Commissioner Dan McElroy. "In addition, educators will find an abundance of resources and creative ideas for guiding student exploration and inciting interest in manufacturing."



Minnesota Manufacturing Careers is a part of ISEEK, Minnesota's comprehensive career, education and job resource. DEED supplied manufacturing-related labor market information and salary information. MinnesotaWorks.net, the state's job bank, partnered with ISEEK to promote manufacturing jobs, internships, apprenticeships and volunteer opportunities on the manufacturing portal.

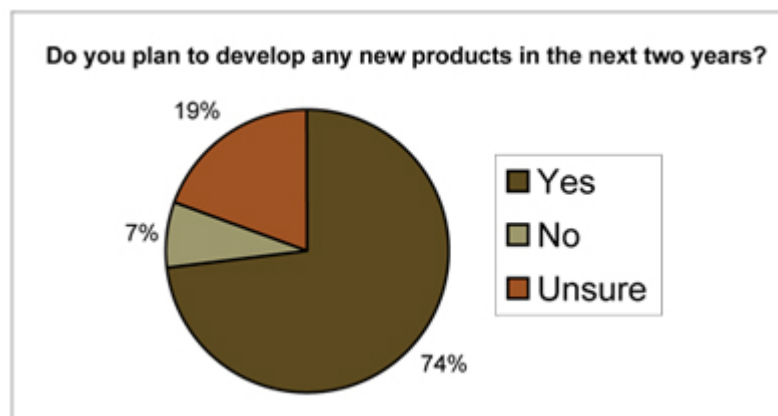
Click [here](#) for the full press release.

Grow Minnesota! findings: Creativity integral to growth

The Minnesota Chamber and its 55 local partners wrapped up another program year, visiting more than 800 companies during 2009-2010; manufacturers represented about 25 percent.

Visits were completed across the state, but the majority of visits to manufacturers were completed in southern Minnesota.

According to preliminary information compiled by the Grow Minnesota! visits, innovation remains at the forefront as Minnesota manufacturers adjust to the challenges of today's economy. Sales for the past two years were stable for 20 percent of the manufacturers; another 37 percent reported lower sales and 35 percent reported higher sales. Showing the effects of the recession, 43 of the manufacturers reported fewer jobs during the past two years. At the same time, one-third increased their workforces. To counteract the results of the recession, three-fourths of the approximately 200 manufacturers visited said they plan to develop new products within the next two years.



Look for additional analysis on Minnesota jobs when Grow Minnesota's annual report is released. If you are interested in receiving a visit or know someone who is, please contact us at growminnesota@mnchamber.com or (651) 292-4650. Grow Minnesota! also provides direct assistance to companies across the state. Visit www.growminnesota.com for more information.

E.J. Ajax & Sons: Focus on safety delivers rewards

E.J. Ajax & Sons, Fridley, received the 2010 North American Metal Forming Industry Award of Honor for Safety. The award is a tribute to the company's unrelenting efforts to promote a culture of safety. Among its accomplishments, E.J. Ajax & Sons went more than 20 years without a lost-time incident.



The company was featured in a newsletter of the Minnesota Safety Council. Click [here](#) for the full story.

Action Center: Cast an informed vote

The November 2 election is less than a week away. It's more important than ever to elect statewide office-holders and legislators who will advocate those policies critical to jobs and our economy.

Use the Minnesota Chamber's new Action Center to better understand the positions of the candidates - www.mnchamber.com/action-center

- o Find your candidates: www.mnchamber.com/action-center/elections-center/find-your-candidates.cfm
- o Access voting records: www.mnchamber.com/action-center/elections-center/legislative-voting-records.cfm

Do they support business issues?: www.mnchamber.com/action-center/elections-center/meet-the-candidates.cfm

This distinctive site provides customized information on Minnesota issues, legislators, candidates and elections.

New Xcel Energy rebate program for LED lights

Xcel Energy has introduced a new rebate program for businesses that install certain types of LED lights. Lighting is one of the most common upgrades for businesses as they seek to reduce energy costs. Not all LED lighting equipment qualifies for the new rebate so be sure to check with Energy Smart or Xcel Energy before proceeding with an LED lighting upgrade, said Jill Curran, program director for Energy Smart, a program of the Minnesota Chamber of Commerce.

For interior lighting, the rebates apply to U.S. Environmental Protection Agency's Energy Star-rated LED lamps (screw bulb for screw bulb replacement) and luminaries (recessed can whole fixture replacement). LED refrigerated case lighting and exterior LED canopy and soffit fixtures may also qualify for the new rebates; this equipment does not have Energy Star ratings.

Invoices for LED lighting equipment must be dated on or after August 25, 2010. For additional information on the programs, contact Curran at (651) 292-4653 or jcurran@mnchamber.com.