

Information for businesses in Cattaraugus County, New York.

## Cattaraugus County Economic Development Team

# Enchanted Mountains BizBuzz

Volume 1, Issue 4

June 2013

## Economic Development "Updates"

### Small Business Loans on the Upswing:

According to the Coleman Report, "Small business lending may be warming". The Small Business Administration has backed more small business loans so far this fiscal year than it did during the same period in 2012. As of May 4, the SBA had approved about 26,000 loans through its 7(a) program, compared to about 25,000 last fiscal year.

"In addition, SBA loan dollar volume this fiscal year has surpassed pre-recession levels. As of April 19, the SBA had approved more than \$9.4 billion in 7(a) loans for this fiscal year - an increase from the \$7.2 billion it had guaranteed at this point in fiscal year - an increase from the \$7.2 billion it had guaranteed at this point in fiscal year 2008. More information, click here: [LOANS](#)

### SBA Online Learning Center:

Often times, small business owners will share stories about how SBA's resources have been vital or how they are in need of finding the right help. This is one of the reasons why SBA continually strives to ensure that small business entrepreneurs have access to the resources

## Subscribe

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## Events

**06/01/13 - 06/30/13**

### **Business Basics**

#### **Online**

Pre-business planning  
online course  
Jamestown Community  
College  
Registration required  
Cost is \$50  
1-716-338-1024

**06/12/13**

### **Affordable Care Act**

10 A - 12 P  
SBA Buffalo Office

they need for their business, including information on startup how to's, marketing, financing, contracting and more. The SBA Learning Center is a redesigned, online learning portal for small business entrepreneurs. It has a streamlined, searchable catalog of small business educational resources including self-paced courses, videos and web sessions. More information, click here:

[SBA LEARNING CENTER](#)

## CCBVOC is looking for photos from our Vetrepreneurs

The Cattaraugus County Business and Veterans Outreach Center (CCBVOC) is asking our local "Vetrepreneurs" (Veteran Entrepreneurs and business owners) to submit photos for our new brochure. Particularly, we are asking for photos of the vetrepreneurs in uniform or of your business activities. Please supply digital photos via email to [LALeasure@cattco.org](mailto:LALeasure@cattco.org) along with a signed statement that we have your permission to use the photos in our brochure.

Thank you to all our Veterans!

## County Economic Development Department looking for vendors for 6th Annual OnoFest

Cattaraugus County Department of Economic Development is in preparations for the 6<sup>th</sup> Annual OnoFest being held Saturday, July 27, 2013, at the Onoville Marina, 8 miles south of Exit 17 off I 86 on West Perimeter Road, Steamburg, NY.

OnoFest is a one day event that will start at 1:00 pm and run to 9:00 pm. It is a family oriented event scheduled to have arts; crafts; food; games and contests for the young and old alike; bands throughout the day with a grand

130 S. Elmwood Ave.,  
Buffalo, NY  
Registration required  
<http://events.sba.gov>  
(716)551-4301 x303

**06/13/13**  
**SBA U: Integrating  
Your Marketing  
Communication**  
6 P - 7:30 P  
BCBS of WNY  
257 W. Genessee St.,  
Buffalo, NY  
Registration required  
<http://events.sba.gov>  
(716)551-4301 x303

**06/18/13**  
**Operation  
Entrepreneurship  
- For Veterans**  
9 A - 4:30 P  
Batavia YMCA Camp  
Hough  
4163 W. Lake Rd.,  
Silver Springs, NY  
Registration required  
[gregory.lindberg@sba.gov](mailto:gregory.lindberg@sba.gov)  
(716)551-4301 x303

**06/28/13**  
**2013 Job Fair**  
9 A - 12 P  
Jamestown Community  
College  
College Center Building  
Registration for space  
is now open  
(716) 806-0060  
[tkomidar@cawfny.com](mailto:tkomidar@cawfny.com)

finale of fireworks at dusk! Special activities are being planned for the children in the family. There is no rain date for this event, it will be held rain or shine.

The Department is seeking family friendly vendors that will set up to display and sell their wares or food. It is desired to have a variety of vendors represented during the event.

If you are interested in joining the event, please contact Deb Miller at 716-938-2318, email at [deborahmiller@cattco.org](mailto:deborahmiller@cattco.org) for further information or an application.

**07/01/13 - 0/31/13  
Business Basics  
Online**

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## **Innovation Drives Growth in Today's Global Economy**

**John Murray**  
**Business Development Manager**  
**Insyte Consulting**

Insyte Consulting has been working with local manufacturing companies for almost 20 years. When we first landed our contract for the Department of Commerce's Manufacturing Extension Partnership program, our charge was simple: help make manufacturing companies globally competitive within our five local counties. Our sister organizations throughout the country were similarly challenged. The focus was almost exclusively on various shop floor initiatives that would reduce manufacturing costs, increase productivity and enable our client base to more effectively serve its customers.

The focus on competitiveness drove us to deliver a myriad of services that would help our local manufacturers to achieve the above objectives. Lean Manufacturing became the primary offering in our full line of consulting services. Intended to eliminate process waste, i.e. non-value added activities, we engaged in such activities as workplace organization/ 5S, set up reduction, cellular flow, pull/ kan ban systems and total productive maintenance. These initiatives proved to be hugely successful. Our client base realized productivity gains that reduced lead time, increased on time delivery and accelerated inventory turns. These improvements not only increased overall competitiveness, but also created additional capacity that could be converted to new business.

Similarly, the implementation of quality management systems also were in vogue at that time. The emphasis on Total Quality Management programs was all the rage in the 1990's. These quickly lost favor to the more robust ISO 9000 quality management

system. ISO 9001 has evolved into the generally accepted quality standard throughout the world. In fact numerous industry specific standards (all built on the basic ISO platform) are now in place for aerospace, automotive, medical, food processing, environmental etc.

These services continue to be an important part of our service offering today. They are key initiatives that help ensure the overall competitiveness of our manufacturing base. However, they only represent half the equation. Increased emphasis is now being placed on top line growth. Our service offering has expanded to include Marketing, New Product Development and Strategic IT work. Within all of these offerings elements of innovation and technology are embedded. No longer can manufacturing companies solely rely on cost competitiveness to ensure success. In the long term companies have two choices: either innovate or go out of business.

Even though U.S. manufacturers are more productive and have increased overall competitiveness, we cannot consistently compete against offshore suppliers who produce high-volume, commodity products. It is in our best interest to leverage innovation and technology to provide products and services that are unique and differentiated. These products and services can sold at premium prices and provide higher margins. It is imperative that innovation and technology become part of the culture of today's manufacturers. This will enable us to gain competitive advantage, access global markets and create wealth locally, regionally and nationally.

Why is all this important? Manufacturing is not dead. It is a critical sector within our overall economy. It typically provides higher wages and generates higher tax revenue that service or government sectors. A strong manufacturing base is also essential for our national defense. For these reasons it is critical that manufacturing not only survives, but grows and thrives within the global economy.

The shop floor initiatives that helped U.S. manufacturers become more competitive are still important and still a staple of our service offering. However, innovation and growth are now equally important and will continue to become even more important over the next decade.

## **Dream it. Do it. closes out first year in Cattaraugus & Allegany Counties**

As the school year comes to a close, Dream It. Do It. Western New York is completing its first official year in Cattaraugus and Allegany Counties. The Southern Tier Advanced Manufacturing Initiative (STAMI) which formed in 2007 became the Cattaraugus and Allegany County board of this five county project in June 2012. During that time many school districts and manufacturers have come on board to support the project.

Dream It. Do It. Western New York's goal is to raise the awareness of the need for a skilled

workforce for manufacturing. This need is for skilled laborers, such as machinists and welders, as well as engineers, drafters, quality control personnel, and all business related occupations (accounting, marketing, sales, human resources, and IT). Businesses have a difficult time recruiting people to Western New York. Often, when they do bring people here, they spend money on training them only to have them leave for more urban areas. These businesses are recognizing the need to "grow their own workforce" with the students from the local school districts. Unfortunately, most students and even some teachers, parents, and community members do not understand what our local manufacturers do nor do they understand the skills needed to be successfully employed by them. Dream It. Do It. addresses this issue by offering multiple programs throughout the school year to introduce students to these careers.

In October 2012, we had two big events. First, on October 5, Dresser-Rand sponsored Manufacturing Day, which celebrated a national event. This included four school districts visiting D-R for a complete tour and career fair. Students had the opportunity to talk to employees from many different departments and learn about how they contribute to the business. Later that month, we had 13 schools visit 13 different manufacturers for a tour, followed by a visit to a local college or to a college fair at the Challenger Learning Center. Students got an up-close look at what a manufacturer does and learned about the jobs that are available. We picked up three additional schools throughout the school year and were able to set up tours for them as well. In February, we worked with St. Bonaventure University to host the Dream It. Do It. 500 which was a rubber band car competition for high school students. We had fourteen teams of 4 students each compete in the day-long event which was run by business students from the university. Engineers from four local companies volunteered their time to help with the event. They acted as great role models for the students and were able to provide information on careers in engineering. In April, we hosted the first Manufacturing and STEM Fair at Portville Central School. We had 12 schools, 5 colleges and 11 manufacturers attend the fair along with the Tri-Region Science and Engineering Fair from Syracuse, who provided hands-on STEM activities for the students. Over 300 high school students interacted with the manufacturing and college vendors that day. The feedback from both sides was excellent.

Besides these major events, we bring manufacturing to the classrooms. Through hands-on activities, we introduce students to the concepts of Lean Manufacturing and problem solving. Students learn to work together to successfully complete a task, whether it's building Lego towers or transferring spheres from one end of the room to the other. It also provides the opportunity for us to talk to them about manufacturing, work ethic, communication and teamwork from grades 5 through adulthood. In addition, we provide presentations on careers in manufacturing and participate in career fairs. We participate as judges in science fairs and serve on panels for students' mock interviews. We take every opportunity to reach out to students to let them know there are great jobs here if they learn the right skills.

Dream It. Do It. Western New York continues to look for ways to engage students in manufacturing and STEM careers. Manufacturing is vital to our region so we need to have the workforce to support our industries for years to come. It is only through the financial support from our community that we can bring this awareness to the schools. We are grateful for the support we've received to date, but we always work to grow so we can offer more opportunities to our students.

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