



2021

Annual Report

The Alliance for Working Together Foundation



WORKING TOGETHER
TO PROMOTE
REWARDING CAREERS
IN MANUFACTURING





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WHO WE ARE

The Alliance for Working Together was started in 2002 as a small, informal group of manufacturers, who met to discuss topics of interest and as a way to reach out to other manufacturers in the region. Finding skilled workers was quickly identified as one of the top challenges for our manufacturers. Promoting rewarding careers in manufacturing became the core mission of the organization. In 2012, the AWT Foundation became a 501-(c)3 non-profit.

OUR SUCCESS

With the help of our strategic partners, the AWT Foundation has placed more than 1,000+ students into manufacturing careers. We have exposed over 300 5th and 6th grade students to careers in local communities. We have facilitated over 1,200 student, teacher, and parent tours of manufacturing facilities. We have been instrumental in access to transportation for manufacturing employees. By 2023, we will have trained 288 apprentices in the Northeast Ohio region

A SPECIAL THANK YOU TO OUR PLATINUM SPONSORS



BOARD OF DIRECTORS



Alyson Scott

President

Fredon Corporation



Sara Spence

Vice President

Spence Technologies



Colin Cutts

Secretary

G&T Manufacturing



Roger Sustar

Treasurer

Fredon Corporation



Amy Harker

Director

ESC Northeast Ohio



Jen Rhone

Director

Avery Dennison



Ryan Ellis

Director

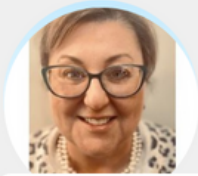
Lincoln Electric



Kristin Jenkins

Director

Universal Metal Products



Roxanne Putnam

Director

Swagelok



Rossmald Heredia

Director

STERIS Corporation



John Ribic

Director

Rimeco Products



Joel DiMare

Director

The Office of the Lake Co.
Comissioners



Chad Sanders

Director

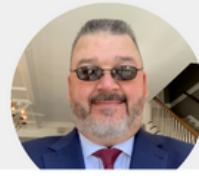
Habco Tool & Dev Corp



Dr. Joe Glavan

Director

Lake Shore Compact & Mentor
Public Schools



Rich Wilson

Director

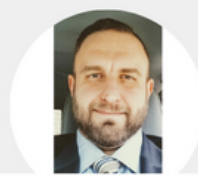
Matrix Tool



Mike Mulroy

Director

Eaton Corporation



Al Adams

Director

Ohio Ordnance Works

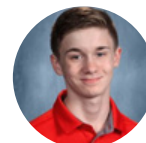
»» Staff



Teresa Simons
Executive Director



Rachel Metcalf
Education Director



Steven Dohm
Technology &
Operations Assistant



Matt Kulbis
Instructor & Curriculum
Developer & Instructor
for Lake Shore Compact



Colin Cutts
Instructor & VP of G&T
Manufacturing



Maria Triozzi
Bookkeeper

»» Committees and Committee Chairs

Executive Board

Alyson Scott
Fredon

Marketing

Chris Trombley
Deepwood Industries

Membership

Teresa Simons
AWT Foundation

Education

Rachel Metcalf
AWT Foundation

»» Programs & Outreach

Lake & Geauga SMI

Roxanna Putnam, Swagelok
Margo Reda, OhioMeansJobs
Geauga Co.

Opportunity Lake County: Communicating & Connecting

Teresa Simons
AWT

RoboBots

Alyson Scott
Fredon

Think Manufacturing Expo

Karen Tercek, WWLCC
Chris Weber, Mentor Chamber
Kelly Donahue, ELC

STEAM-to-Career

Roxanne Putnam, Swagelok
Tony Marinelli,
PSE/W.E.Schools

JuniorBots

Rich Wilson, Matrix Tool

▶▶ OUR FOCUS & STRATEGY



Advance the Image of Manufacturing Careers

Promoting manufacturing careers is our mission and priority. Marketing and Education Committees are responsible for this priority.

Develop A Sustainable Organizational Framework

AWT began as an informal consortium in 2002. As our mission became clearer, we've grown and adapted to the needs of our members. As the skills gap becomes wider and more of us retire, our organization is poised for growth. The skills gap is a big issue and gaining more attention throughout Northeast Ohio and the United States. AWT will be able to scale up and is dedicated to continuous improvement.

Form Strategic partnerships to Develop A Prepared Workforce

We're not the only group working to promote manufacturing. Coming up with strategic partnerships and discovering what those like us need - with other membership organizations, schools, workforce organizations - is our cause here. We're pleased to be able to collaborate and we would like to develop structure and expectations to make sure that it works for everyone. Working together makes us stronger.

ENGAGE & GROW MEMBERSHIPS TO SUPPORT THE MISSION

As a membership organization, we need to be able to explain your return-on-investment, and we need to also sustain our organization financially. But we also need volunteers like manufacturing ambassadors, 'Bots coaches and judges, and event help. Finding ways to get our members involved, finding new companies and people that want to help, and matching them with opportunities is essential to our growth. Membership & Finance Committees are responsible.

CREATE, EVALUATE, & PROMOTE PROGRAMS THAT ADVANCE THE MISSION

We are optimists. We get excited about big ideas. We must make sure that AWT is evaluating existing and proposed programs to be sure that they are working as well as they should be, and whether we are the right organization to take on proposed projects. Program Committee is responsible for evaluation tools & annual process.

Financial 2021 Revenue

| Program | FY'21 |
|--------------------------|-------------|
| RoboBots and JuniorBots | \$144,624 |
| Golf Outing | \$71,875 |
| Events | \$22,175 |
| Think Manufacturing Expo | \$8,676 |
| Apprenticeship | \$331,852 |
| Lake and Geauga SMI | \$28,792 |
| Ashtabula SMI | \$35,272 |
| STEAM Outreach | \$27,048 |
| Scholarship | \$4,981 |
| Membership | \$93,045 |
| Training Center | \$2,352,082 |

AWT Receives Stock Donations

A special thank you to Randy Carver and his team at Carver Financial Services. AWT is now able to receive stock donations through our brokerage account. Donating stock is a great way to support the initiatives you care about while saving on your taxes. Through the direct transfer of stock from your broker to ours you avoid capital gains taxes and you are able to take an income tax deduction. For additional information or to initiate a gift today contact Teresa Simons, AWT Executive Director teresa_simons@thinkmfg.com.

FUNDING SOURCES

SCALING APPRENTICESHIP GRANT

The U.S. Department of Labor has decided to revitalize apprenticeship programs in America. Through the Department of Labor Scaling Apprenticeship Grant, the State of Ohio has been tasked with training 5,000 manufacturing apprentices from 2020 to 2024. With The Ohio Manufacturers' Association acting as the Project Manager and Lorain Community College serving as the Fiscal Agent for this grant, The AWT Foundation has been chosen as the Sector Partner for manufacturing apprenticeship training for Lake, Ashtabula, and Geauga counties. Within the grant timeframe, the AWT Foundation in partnership with Manufacturing Works has committed to training 288 manufacturing apprentices to upskill our Northeast Ohio workforce.

INDUSTRY SECTOR PARTNERSHIP

The Industry Sector Partnership Grant provided AWT with \$250,000 to support a collaborative effort between local businesses, education and training providers, and community stakeholders that are invested in improving their region's workforce.

STEM-to-CAREER GRANT

AWT received a grant of \$320,000 to support STEM initiatives in Ashtabula, Cuyahoga, Geauga, Lake, Portage, and Trumbull counties to provide students with early access to programming, engineering design, and problem-solving skills, the goal of which is to build a strong regional pipeline of future manufacturing workers who can fill high-paying, sustainable positions in the automated manufacturing industry.

2020 STATE CAPITAL FUNDS

The AWT Foundation received \$500,000 in State Capital Funds that went towards the construction of the AWT Transformation Training Center.

OHIO DEFENSE MANUFACTURING COMMUNITY (ODMC)

AWT submitted a proposal for \$90,000 to offer Industry 4.0 manufacturing technical assistance and workforce training for small and mid-sized defense manufacturers.

INTERNATIONAL PAPER

AWT Foundation has been awarded a \$3,500 grant from International Paper's Madison Mill and the International Paper Foundation. Funds will support AWT's combat robotics competition, RoboBots.

APPRENTICESHIPS



HANDS-ON TRAINING

Students will have hands-on instruction one day a week to complete machining projects and work on various machining processes.

ONLINE INSTRUCTION

Our program is geared toward equipping apprentices with the necessary technical skills that meet the requirements of businesses in the trade.

ON-JOB TRAINING

Through the earn-and-learn model, employees will spend normal workdays learning their craft at the workplace, completing jobs related to the apprenticeship occupation.

TERMS OF APPRENTICESHIP

- 4-year training program
- 8,000 hours on-the-job training
- 576 hours related instruction online
- \$2,000 per employee per year - reimbursable through Tech-cred
- Wage increases to the apprentice
- Employees will receive their Journeyman Certificate upon completion

EMPLOYER BENEFITS

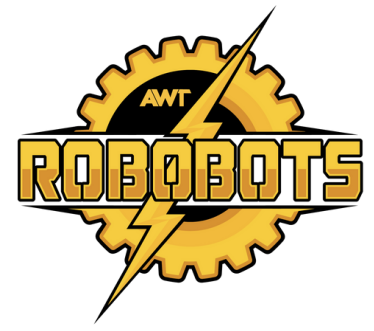
- Employees will learn customized skills
- Build a pipeline of skilled workers
- Boost retention/reduce employee turnover
- Make a positive return on investment

For more information on the AWT apprenticeship go to:
thinkmfg.com/apprenticeships

»» AWT TRANSFORMATION TRAINING CENTER

The AWT Northeast Ohio Transformation Training Center will be a world-class, industry 4.0/SMART Manufacturing training center and a hub for education and industry sector collaboration. The AWT Northeast Ohio Workforce Transformation Facility will fill a gap in the training available for in-demand manufacturing careers with training options during the day and in the evening. Northeast Ohio manufacturing businesses need skilled workers now and are willing to train the workers they need—the AWT/Northeast Ohio Workforce Transformation facility will allow businesses to take the lead in training the manufacturing employees of tomorrow.





ROBOBOTS & JUNIORBOTS

The Alliance for Working Together Foundation (AWT) works to promote rewarding manufacturing careers for the long term economic success of Northeast Ohio. Our largest program, RoboBots, enables students to gain experience and an understanding of manufacturing while having fun.

Our 2021 competition was a little different than previous years due to covid-19 restrictions. The competition took place at Fredon Corporation and only the team members, coaches, and sponsors could participate and spectate. We hosted two separate competitions for RoboBots and JuniorBots to limit the amount of people in one area at the same time.

The 2022 RoboBots competition will go back to taking place at Lakeland Community College; and RoboBots and JuniorBots will again be a combined event. Team members will get a certain amount of tickets for guests, allowing spectators but having the event closed to the general public. We look forward to increasing the scale of the competition in years to come in order to give the team members a greater audience to appreciate their year's worth of hard work.

2021 ROBOBOTS Results

| AWARD | SCHOOL | TEAM | BOT NAME | SPONSOR |
|-----------------------------|-----------------------------------|-----------------------------|------------------|-------------------|
| 1st Place | A-Tech | A-tech Machinist | Clash | |
| 2nd Place | Beaumont | Beaumontsters | Maverick | Christopher Tool |
| 3rd Place | Riverside | RoboSide | Pfizer & Moderna | G&T Manufacturing |
| Best Interview | Cuyahoga Valley Christian Academy | CVCA Royal Technic Robotics | Ginger-Snapped | Akron Makerspace |
| Best Documentation | Beaumont | Beaumontsters | Maverick | Christopher Tool |
| Best Engineered | A-Tech | A-tech Machinist | Clash | |

Stay up to date on RoboBots at:
awtrobobots.com



»» SUMMER MANUFACTURING INSTITUTE

The Summer Manufacturing Institute camp connects Science, Technology, Engineering, and Mathematics (STEM) concepts to local careers. Campers complete hands-on STEM projects and go on tours to local manufacturers. In 2021, AWT hosted 3-weeks of camp in Lake and Geauga County at Auburn Career Center and 3-weeks of camp in Ashtabula County at A-tech. The program targets 5th and 6th graders to get students interested in STEM and Manufacturing at a young age.

For more information go to: thinkmfg.com/smi



Lake & Geauga County

- Girls on the Go (Girls only): Transportation Manufacturing 6/7/2021-6/11/2021
- RoboTech Week (Co-ed): 6/14/2021-6/18/2021
- Mad Scientist (Co-ed): Chemical Manufacturing 6/21/2021-06/25/2021

Ashtabula County

- Mad Scientist Week (Girls only): Chemical Manufacturing 7/12/2021-7/16/2021
- RoboTech Week (Co-ed): 7/19/2021-7/23/2021
- Food & Ag. Production Week (Co-ed) : 7/26/2021-7/30/2021



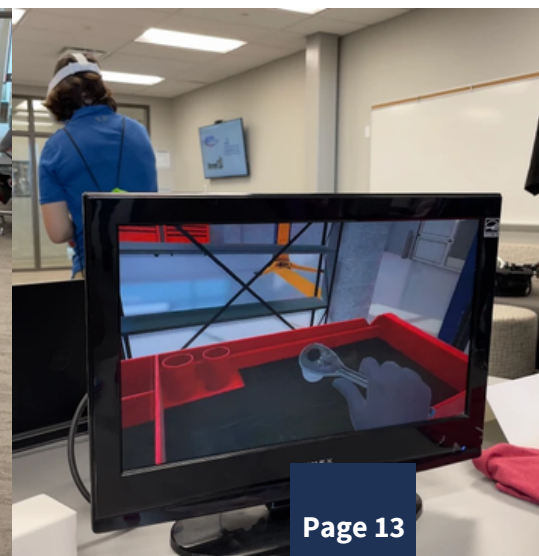


»» THINK MANUFACTURING CAREER EXPO

For the eighth year, the Lake County Chambers and the AWT Foundation partnered to host the Annual Lake County “Think Manufacturing” Summit on October 7th, 2021 from 8 am- 1:00 pm at Mentor High School.

Recognizing the great need of our county manufacturers to find new qualified employees and recognizing the economic impact of the manufacturing industry in Lake County, we created this event to better serve our manufacturers and students in Lake County. The Think Manufacturing Student Expo will give teachers, guidance counselors, principals, students, and parents the opportunity to learn more about the various high-tech careers, other rewarding career opportunities, the very competitive pay and other benefits manufacturing offers. We look forward to providing the annual comprehensive “Think Manufacturing” Student Expo again on October 6, 2022.

For more information go to: thinkmfgexpo.com



OUR MANUFACTURING MEMBERS

| | | | |
|--------------------------------|----------------------------------|-----------------------------|--------------------------|
| Absolute Machine Tools | De Nora Tech LLC | K-J Fasteners | Quick Turn Machining LLC |
| Accurate Metal Machining | DeMilta Iron & Metal | Kowalski Heat Treating Co. | RB Sigma LLC |
| ACO. Inc | Die Co., Inc. | Kyocera SGS Precision Tools | Reynolds Machinery |
| Advanced Controls Inc | Diversified Fittings | Lakeview Industries, Inc | Rimeco Products Inc. |
| Akron Steel Treating | Eaton Corporation | Libra Industries | Roll-Kraft |
| All Metal Sales | E Manufacturing Co. Inc. | Lincoln Electric | SC Industries Inc |
| Alloy Precision Technology | Enterprise Welding & Fabricating | Lubrizol Corporation | Shaker Numeric Inc. |
| Anchor Manufacturing Group | Earle M Jorgenson Co | MakerGear LLC | Short Run Machine |
| Apex Paper Box Co. | Engineered Tooling Solutions | Malish Corporation | South Shore Controls |
| Apollo Manufacturing | LLC | Mar-Bal | Spee-D Metals |
| Arc Drilling | Etna Products Inc. | Matrix Tool & Machine Inc | Spence Technologies Inc |
| Arch Cutting Tools | Ettkin Scrap Iron and Metal Co | Mayfran International | STERIS Corporation |
| Astro Manufacturing | Euclid Heat Treating | MC Group | Stripmatic Products |
| AT&F | Exact Tool & Die Inc. | MCM Inc. Co., Inc. | Sunset Industries Inc. |
| Automation Tool & Die | Fargo Machine Company | Micro Laboratories | Swagelok |
| Avery Dennison | Federal Gear | Molded Fiber Glass | Talan Products |
| Bamboo Software, LLC | Federal Hose | MSC Industrial Supply Co. | Tech Tool Akron Inc, |
| Bendix Corporation | Fischer Special Tooling | MTD Products Inc | Tendon Manufacturing |
| Beverage Machine & Fabricating | Firstar Precision Group | MUM Industries | Thermotion LLC |
| Bickford Flavors | Fredon Corporation | North American Coating Labs | Torque Transmission |
| Big Kaiser Precision Tooling | G&T Manufacturing | Numerequip | Truline Industries Inc. |
| Blatt welding | GearTec Inc. | Ohio Broach & Machine | TT Electronics |
| Bodycote | Gent Machine | Ohio Ordnance Works Inc | Turner Construction Co. |
| Bowden Manufacturing | Grand Rock Company | OMCO Roll Forming Plus | Tyke Machine LLC |
| BOXit Corporation | Godfrey & Wing LLC | OmegaOne | Universal Metal Products |
| Brennan Industries | Gosiger Machine Tools | ORBIS | Vita-Mix Corporation |
| Burton Industries | Gotta Groove Records Inc | Ordnance Technology Service | Volk Optical |
| Buyers Products Company | Habco Tool and Dev. Corp | Pace Engineering | William Sopko & Sons Co |
| C&P Grinding | Heatmax Heaters | Parker Hannifin Corporation | Yarde Metals |
| Cast Nylons | Hose Master | Parker Precision | Zagar Inc |
| Christopher Tool & MFG | Highland Products | Path Technologies Inc | Zinkan Zeolites LLC |
| Clark Oil | HI TecMetal Group | Paulich Specialty Co Inc | |
| Competitive Carbide | International Paper | PCC Airfoils Mentor | |
| Component Repair Technologies | Industrial Mold & Machine | PCC Mold Masters Intl. | |
| Conn-Selmer, Inc. | Iron Mountain Processing | Performance 1 | |
| Concentric Corporation | Jergens | Polychem | |
| Cone Drive | Jergens Industrial Supply | Precision AG Automation | |
| CRES COR | JM Performance Products Inc. | Premalux LLC | |
| Criterion Tool | Jorgenson Steel | Process Technology | |
| CW Grinding | Kerr Lakeside Inc | Profile Grinding, Inc | |
| | The Kennedy Group | Progage | |
| | Kinetico | QP Manufacturing | |



OUR EDUCATIONAL MEMBERS

| | | |
|----------------------------------------------|---------------------------------------------|--------------------------------------------|
| Akron Garfield High School | Grand River Academy | St. Anselm |
| All Saints of John Vianney | Harvey High School | St Edward |
| Andrews Osborne Academy | Hawken School | St. Gabriel |
| Ashtabula After School Discovery (ASD) | Heights High School | St Helen |
| Ashtabula County Young Marines | Heritage Middle School | St. Mark |
| Assumption Academy | Hershey Montessori School | St. Martin De Porres High School |
| A-tech | iSTEM Geauga Early College High School | St Mary of the Assumption |
| Auburn Career Center | Kenston High School | St. Mary Chardon |
| Beaumont School | Kenston Middle School | Tallmadge High School |
| Bay Institute of Science & Engineering | Kent Roosevelt High School | Upper Arlington City Schools |
| Benedictine | Kirtland Local School District | Vanguard-Sentinel Career & Tech. Centers |
| Berkshire Schools | Lake Catholic | VASJ |
| Bio-Med Science Academy | Lake Erie College | Wadsworth Schools |
| Cardinal Schools | Lakeland Community College | Wellington Exempted Village Schools |
| Chagrin Valley Career Academy | Lake Shore Compact | West Geuga High School |
| Chardon Public Schools | LaMuth Middle School - Riverside | West Geuga Middle School |
| Cleveland Central Catholic | Madison High School | Western Reserve Educational Service Center |
| Cleveland Heights Schools | Madison Middle School | Wickliffe High School |
| Cleveland Industrial Training Center | Madison Public Library | Wickliffe Middle School |
| Conneaut Public Schools | Maplewood Career Center | Willoughby-Eastlake North High School |
| Cornerstone Christian Academy | Mater Dei Academy | Willoughby Eastlake Public Library |
| Crawford County Career Center | Max S. Hayes Schools | Willoughby-Eastlake South High School |
| Crestwood High School | Mayfield High School | Willoughby-Eastlake School of Innovation |
| Cuyahoga Falls High School | Memorial Middle School | Willowick Middle School |
| Cuyahoga Valley Career Center | - Mentor Public Schools | |
| Cuyahoga Valley Christian Academy | Mentor High School | |
| Davis Aerospace and Maritime High School | Mentor Public Library | |
| East CLC | Montessori High School at University Circle | |
| Eastlake Middle School | Nextwork | |
| Edufactor | North Coast Tutoring Services | |
| Educational Service Center of Northeast Ohio | Northern Career Institute | |
| Elyria Catholic | Notre Dame-Cathedral Latin | |
| Euclid High School | Painesville City Schools | |
| Fairport Schools | Partners in Science Excellence (PSE) | |
| Garfield Heights Schools | Perry High School | |
| Gilmour Academy | Perry Middle School | |
| Grand Valley Schools | Polaris Career Center | |
| | Rittman High School | |
| | Riverside Schools | |
| | Shaker Heights School | |
| | St. Albert | |



OUR COMMUNITY MEMBERS

| | | |
|------------------------------------------------------------|----------------------------------------------------------|-------------------------------------------------|
| 100+ Women Who Care Lake Co. | Geauga Growth Partnership (GGP) | Nuts, Bolts & Thingamajigs |
| Activities Press | Geauga Maple Leaf | Ohio Aerospace Institute (OAI) |
| Advanced RV | Global Real Estate Advisors, Inc | Ohio Department of Job & Family Services (JFS) |
| All Choices Matter | Grainger | OhioGuideStone Lake County |
| American Precision Museum (APM) | Greater Cleveland Partnership (GCP) | Ohio Manufacturers' Association |
| ApprenticeOhio | Group Management Services | OhioMeansJobs Ashtabula County |
| Area 19 Workforce Board (Ashtabula, Geauga, & Portage Co.) | Growth Partnership for Ashtabula Co. | OhioMeansJobs Geauga County |
| Ashtabula County Commissioners | HOLA Ohio | OhioMeansJobs Lake County |
| Ashtabula County Job & Family Services | Insurance Partners | Oswald Companies |
| Ashtabula Foundation | JobsOhio | Painesville Community Improvement Corp. |
| Association for Manufacturing Technology | Junction Auto Family | Paulich Specialty Co Inc |
| Buckley King, LPA | KeyBank | PHASTAR Corporation |
| Calfee, Halter & Griswold LLP | Kirtland Capital Partners | Precision Metalforming Association |
| Cardinal Community Credit Union | Lakeland Construction Group | Premier Power Solutions |
| Casco USA | Lake County Captains | Team IBB |
| Cintas | Lake County Commissioners | Team NEO |
| City of Mentor | Lake County Development Council | TG Sparc |
| City of Painesville | Lake County Ohio Port and Economic Development Authority | The Business of Good |
| City of Painesville Economic Development | Lake County Workforce Development Board | The Office of Congressman Dave Joyce |
| Civista Bank | Lake Health | The Reserves Network |
| Clear Process Solutions LLC | Laketrans | The Sustar Agency |
| Cornerstone IT | Leadership Lake County | Timeless Photography Ohio |
| Corrigan Krause CPA | Lake / Geauga Educational Assistance Fund | Torchlight (Formerly Big Brothers, Big Sisters) |
| Country Neighbor | Magnet | Torque Transmission |
| Deepwood Industries | Magnus International Group | Total Technical |
| Dollar Bank | Manufacturing Works | Turner Construction |
| Dworken & Bernstein Co. LPA | Mentor Area Chamber of Commerce | Sand & Sebolt, LPA |
| Eastern Lake County Chamber of Commerce | Mentor Economic Assistance Corporation | Shop Supply & Tool Company |
| EDGE | Mentor Chamber Educational Foundation | Skylight Financial Group |
| ERC | Mentor Rotary | Somich & Associates |
| Erie Bank | M Mark Weaver Memorial Foundation Inc | U.S. Bank |
| E Solutions LLC | Murch Foundation | VantageOne |
| Express Employment Professionals | National Robotics League (NRL) | Vector Technical Inc. |
| Federated Insurance | NEO Manufacturing Experts | Vocational Guidance Services |
| First Federal Lakewood | News Herald | Wells Fargo |
| First National Bank | Nottingham Spirk Design Associates | Western Reserve Junior Service League |
| FMC Architects LLC | NTMA Akron Chapter | Willoughby Western Lake County Chamber |
| Gazette Newspapers | NTMA Cleveland Chapter | Youth Opportunities Unlimited (YOU) |
| . | | Zito Insurance |

AWT CALENDAR OF EVENTS

2022

January

Membership Drive 1/1
AWT Apprenticeship Webinar 1/11

February

AWT Apprenticeship Cohort II Con. 2/10
AWT Apprenticeship Cohort IV Launch 2/8

March

AWT Annual Meeting 3/22

April

Robobots Interview/Safety Check 4/29
RoboBots Competition Day 4/30

May

AWT Apprenticeship Webinar 5/18
Golf Outing 5/23

June

Lake & Geauga SMI Camp 6/13-6/17
Lake & Geauga SMI Camp 6/20-6/24

July

August

AWT Apprenticeship Cohort I Con. 8/22
AWT Apprenticeship Cohort III Con. 8/24
AWT Apprenticeship Cohort V Launch TBD

September

October

Think Manufacturing Expo 10/6
RoboBots Kick-off 10/24
JuniorBots Kick-off 10/26

November

AWT Apprenticeship Webinar 11/2

December

Holiday Mixer 12/15

REGISTER TO ATTEND, SPONSOR, OR VOLUNTEER AT OUR AWT EVENTS BY VISITING
WWW.THINKMFG.COM/EVENTS

Annual Report

2021



The Alliance for Working Together Foundation

Thinkmfg.com

Thank You



THINK
MANUFACTURING
POWERED BY **AWT**