

2023

Annual Report

The Alliance for Working Together Foundation



WORKING TOGETHER TO PROMOTE REWARDING CAREERS IN MANUFACTURING





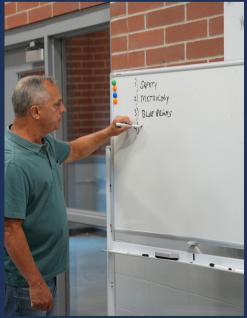




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WHO WE ARE

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. AWT is the Endorsed Industry Sector Partner for Lake, Geauga, and Ashtabula counties, serving as the training provider for manufacturing and the intermediary connecting our community and educational partners to careers in manufacturing.

OUR SUCCESS

With the help of our strategic partners, the AWT provides STEM-to-Career educational programs, including short-term credential training, pre-apprenticeship pathways, and apprenticeship programs for the manufacturing community. AWT Foundation has exposed more than 2,500+ students to manufacturing careers in our local communities through camps, events, facility tours, and school visits. We have been instrumental in access to transportation for manufacturing employees.

A SPECIAL THANK YOU

TO OUR INCONEL MEMBERS











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



Kristin Jenkins Director Universal Metal Products



Roxanne Putnam Director Swagelok



Jessica Moles 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



Meghin Lombardi Director

Eaton Corporation



Al Adams Director

Ohio Ordnance Works



Phillip Fulgenzi Director

Lincoln Electric



Staff



Teresa SimonsExecutive Director



Kailyn Clarke Program Manager



Steven DohmTechnology Coordinator



Ronald BalcombTechnology & Program
Support Specialist



Maria Triozzi Bookkeeper



Committees and Committee Chairs

Executive Board

Alyson Scott Fredon **Marketing**

Chris Trombley
Deepwood Industries

<u>Membership</u>

Teresa Simons

AWT Foundation

Apprenticeship & Training

Kailyn Clarke
AWT Foundation



Programs & Outreach

Lake & Geauga SMI

Roxanna Putnam, Swagelok Margo Reda, OhioMeansJobs Geauga Co. Opportunity Lake County:
Communicating & Connecting

Cory Vojack
Lake County Board of Comissioners

RoboBots

Alyson Scott Fredon

Think Manufacturing Expo

Dana Wolfe, WWLCC Christine 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.

<u>Develop A Sustainable Organizational Framework</u>

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 experts in the field retire, our organization is poised for growth. The skills gap is a big issue, 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 are committed to collaborating with community and educational partners to attain the most significant impact for our community. AWT has the unique ability to flex and change to best serve the needs of our manufacturing membership. We are excited about the future we are able to build and secure through our working network.

Working together makes us stronger.

ENGAGE & GROW MEMBERSHIPS TO SUPPORT THE MISSION

As a membership organization, we succeed together as a network of engaged members who recognize the value of investing in the future through AWT programs, events, and outreach. AWT was established to show the future generation of innovators and their parents the rewarding careers and opportunities in manufacturing. Manufacturing ambassadors, 'Bots coaches, judges, and SMI Tour sites are a few ways you can engage the next generation. Creating ways to get our members involved, finding new companies and people who want to help, and matching them with opportunities are essential to our growth.

<u>CREATE, EVALUATE, & PROMOTE PROGRAMS THAT ADVANCE THE MISSION</u>

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.

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Financial 2023 Revenue

Program	FY'22		
RoboBots and JuniorBots	\$99,050.53		
Golf Outing and Member Events	\$6,758.79		
Think Manufacturing Career Expo	\$5,156.33		
Apprenticeship & Training	\$67,534.78		
Lake and Geauga SMI and STEM Outreach	\$295,062.65		
Membership & Administration	\$106,564.10		
Training Center	\$656,374.11		

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

EDA GOOD JOBS CHALLENGE GRANT

In 2022, the AWT Foundation was awarded \$930,000 from Federal American Rescue Plan Funds' Good Jobs Challenge Program. AWT's funds are part of a \$23.5 million dollar grant awarded to the Ohio Manufacturers Association for a 3-year workforce development action plan focused on recruiting and upskilling manufacturing workers across the state. AWT secured \$120,000 of this funding to provide Auburn Career Center the ability to purchase a Haas VF2SS with TRT160 5th Axis Machine for their advanced manufacturing machining lab.

AWT launched WorkAdvance through this grant funding. This program is an entry-level two-week boot camp-style program that provides a pathway to a career in manufacturing regardless of the participant's current experience level. Participants are exposed to blueprint reading, shop math, metrics and measurement, resume building, interview prep, and financial literacy. Our Program Manager works with each individual to set up interviews for employment with AWT member manufacturing companies hiring out of this program.

STEM-to-CAREER GRANT

AWT received a grant of \$500,000 to support STEM initiatives in Lake, Geauga, and Ashtabula counties to provide students with early access to programming, engineering design, and problemsolving 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.

THE LOZICK FOUNDATION GRANT

AWT received the final \$250,000 match on the original \$1,000,000 pledge in 2023. We are grateful for the partnership of the Lozick Foundation. Planning for the construction of the AWT Transformation Training Center began with a challenge from the Lozick Foundation Executive Director to Roger. I will give you a million dollars if you build a training center. Northeast Ohio and our manufacturing companies will benefit for years to come because of the generosity of the Lozick Foundation.



>>> FUNDING SOURCES

OHIO DEPARTMENT OF DEVELOPMENT - INDUSTRY SECTOR PARTNERSHIP GRANT

The AWT Foundation was awarded \$250,000 as the OMA Endorsed Industry Sector Partner for Lake, Geauga and Ashtabula counties in round four. The competitive grant program will help fund collaborative efforts between local businesses, education and training providers, and community stakeholders that are invested in improving their region's workforce. The goal of the Grant is to increase collaboration to benefit Ohio residents and Ohio job creators. Industry sector partnerships design and implement workforce strategies for specific sectors and individual regions.

Parker Foundation - Operating of AWT Transformation Training Center AWT Foundation was nominated by our friends and neighbors at Parker Hannifin Gas Turbine Division and received a \$3,000 grant for general operations of the AWT Transformation Training Center.

2022 STATE CAPITAL FUNDS

Received in early 2023, the AWT Foundation was awarded \$500,000 in State Capital Funds toward the construction costs of the AWT Transformation Training Center.

OHIO REGISTERED APPRENTICESHIP INCENTIVE PROGRAM

As an apprenticeship sponsor organization, AWT applied for and received reimbursement of \$100,000 through the Ohio Registered Apprenticeship Incentive Program. This ApprenticeOhio grant was awarded to help cover apprenticeship training costs AWT has incurred since July 1, 2020, for an additional 40 apprentices. The program is available through the Ohio Department of Job and Family Services (ODJFS).

This is the second application AWT has completed and been awarded as part of the Ohio Registered Apprenticeship Incentive Program. AWT Foundation received \$25,000 during the first round of applications to cover expenses incurred for 10 apprentices.

APPRENTICESHIPS



HANDS-ON TRAINING

Students will have in person instruction one day a week to complete machining projects and work on various machining processes and theory.

ONLINE INSTRUCTION

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

ON-THE-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 or 2-year training program
- 8,000 hours of on-the-job training
- 576 hours of related instruction online
- Wage increases for the apprentice
- Employees receive OSHA10 Certification
- Employees receive a Journeyman Certificate upon completion

EMPLOYER BENEFITS

- Employees will learn customized skills
- Build a pipeline of skilled workers
- Boost retention and reduce employee turnover
- Make a positive return on investment
- Up to \$2,000/employee/year is reimbursable through Ohio TechCred



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

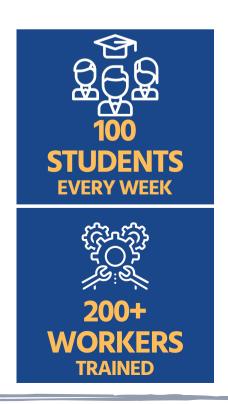
>>> AWT TRANSFORMATION TRAINING CENTER

The AWT Transformation Training Center provides training and pathways for Northeast Ohio's collective skilled manufacturing labor force and serves as a hub for workforce development, industry, and manufacturing training for Northeast Ohio. The AWT Foundation has partnered with area manufacturing companies, and county, state, and federal legislators to provide training for skilled manufacturing jobs.

Since opening in October of 2022, this facility serves the region as a center for education and industry sector collaboration. The AWT Training Center addresses the gap in K-12 and adult new and incumbent worker training. This center provides the technically trained workforce area manufacturers need.

AWT Members have the opportunity to utilize the training center for their business/event needs. Contact us today to get involved!









The Alliance for Working Together (AWT) Foundation 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.

We look forward to the 2024 competition original format, open to the public with concessions and fun activities. We are so proud of the student's hard work and dedication to their RoboBot.

2023 RoboBots Results

AWARD	SCHOOL	TEAM	BOT NAME	SPONSOR
1st Place	A-Tech	A-Tech Machinists	War Machine	Short Run Machine Products, Wecall Inc., Austinburg Machine, Reese Machine, Penco Tool, Spring Team, MD&A, LCF,LLC
2nd Place	Lake Catholic / Lake Shore Compact	Thunderstruck	Bolt	Fredon
3rd Place	Madison High School	Athena	Athena	CESO & University of Akron NASA Robotics Team
Best Documentation	Mentor High School	Ranunculus	Buttercup 2.0	Libra
Best Interview	Cuyahoga Valley Career Academy	CVCA Royal Technic	Storm Breaker	
Best Engineered	A-Tech	A-Tech Machinists	War Machine	Short Run Machine Products, Wecall Inc., Austinburg Machine, Reese Machine, Penco Tool, Spring Team, MD&A, LCF,LLC
Most Innovative Team	Berkshire High School	e-LEMON-ators	Lemon	Sheet Metal Products

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 2023, AWT hosted 2-weeks of camp in Lake and Geauga County at the AWT Transformation Training Center. 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



2023 Camps

- Mad Scientist Week (Co-Ed)
 - June 5-7, 2023
- RoboTech Week (Girls-Only)
 - o June 13-16, 2023

2024 Camps

- RoboTech Week (Co-Ed)
 - o June 10-14, 2024
- Mad Scientist (Girls-Only)
 - June 17-21, 2024





>>> THINK MANUFACTURING CAREER EXPO

For the tenth year, the Lake County Chambers and the AWT Foundation partnered to host the Annual Lake County Think Manufacturing Career Expo on October 5th, 2023, from 8 am- 12:00 pm at Harvey 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 connect our manufacturers and students in Lake County and surrounding areas. The Think Manufacturing Student Expo gives teachers, guidance counselors, principals, students, and parents the ability to learn more about high-tech careers, competitive pay, and other benefits manufacturing offers. We look forward to providing the annual comprehensive Think Manufacturing Career Expo again on October 3, 2024.

For more information go to: thinkmfgexpo.com





OUR MANUFACTURING MEMBERS

Fredon Corporation Norman Noble STERIS Truline Industries Avery Dennison Habco Tool TDC Systems Alloy Precision Technologies Inc. Christopher Tool & Mfg. Dworken & Bernstein Earle M Jorgenson Co Eaton Corporation Fives Landis Corp. Matrix Tool & Machine Rimeco Products, Inc. Wells Fargo Advisors DMG Mori USA Inc. Advanced Controls, Inc. Cres Cor Clark Oil Slabe Machine Products Sunset Industries Universal Metal Products Alcon Tool Company Allen Aircraft Products American Punch Co Astro Manufacturing & Design AT&F Bickford Flavors Bowden Manufacturing

BWX Technologies, Inc (BWXT)C&W Grinding, Inc. Clear Process Solutions Component Repair Technologies (CRT) Cleveland Steel Services De Nora Tech LLC Die Co., Inc. David Wolfe Design Etna Products, INC Exact Tool & Die, Inc. Extreme Green Fabrication Euclid Heat Treat Express Employment Fargo Machine Company **Fastenal** Fastener Tool & Supply Faith Tool Federal Gear and Machine Fischer Special Tooling FMC Architects LLC G & T Manufacturing Gosiger Machine Tools Highland Products IC Automation Industrial Mold & Machine International Paper Jergens Kaeper Machine Inc K-J Fasteners Lake Erie Distillery MachineTracking Mar-Bal

Micro Laboratories, Inc.

MUM Industries
Mitsubishi

North American Coating Labs North Coast Machining Nova Manufacturing Numerequip Ordnance Technology Service Olympic Steel Pace Engineering Process Technology Profile Grinding, Inc. Roll-Kraft Royal Plastics Shop Supply & Tool Company SC Industries, Inc Spence Technologies, Inc Stratus Stripmatic Products Swagelok T.J. Davies Company, Inc. Talan Products Technical Tool & Gage Tendon Manufacturing The Gent Machine Company The Lubrizol Corporation The Malish Corporation The Kennedy Group Torque Transmission Tyke Machine LLC Vecmar Vector Technical Inc. Virtual Manufacturing Services William Sopko & Sons Co Zagar Inc



OUR EDUCATIONAL MEMBERS

Akron Garfield High School
All Saints of John Vianney
Andrews Osborne Academy
Ashtabula After School Discovery
(ASD)

Ashtabula County Young Marines

Assumption Academy

A-tech

Auburn Career Center

Area 19 Workforce Development

Board

Beaumont School
Benedictine

Berkshire Schools

Bio-Med Science Academy

Cardinal Schools

Chagrin Valley Career Academy

Chardon Public Schools

Cleveland Central Catholic

Cleveland Heights Schools

Cleveland Industrial

Training Center

Cleveland Metropolitan School

District

COSI

Conneaut Public Schools

Cornerstone Christian Academy

Crawford County Career Center

Crestwood High School

Cuyahoga Falls High School

Cuyahoga Valley Career Center

Cuyahoga Valley Christian Academy

Davis Aerospace and Maritime

High School

East CLC

Eastlake Middle School

EdgeFactor

Educational Service Center of

Northeast Ohio

Elyria Catholic

Euclid High School

Fairport Schools

Garfield Heights Schools

Gilmour Academy

Grand Valley Schools

Grand River Academy

Harvey High School

Hawken School

Heights High School

Heritage Middle School - Painesville

City

Hershey Montessori School

iSTEM

Kenston High School

Kenston Middle School

Kent Roosevelt High School

Kirtland Local School District

Lake Catholic

Lake Erie College

Lakeland Community College

Lake Shore Compact

LaMuth Middle School - Riverside

LEAF

Madison High School

Madison Middle School

Madison Public Library

Maplewood Career Center

Mater Dei Academy

Max S. Hayes Schools

Mayfield High School

.

Memorial Middle School

Mentor High School

Mentor Public Library

Montressori High School at

University Circle

Nextwork

North Coast Tutoring Services

Northern Career Institute

Notre Dame-Cathedral Latin

Painesville City Schools

Partners in Science Excellence (PSE)

Perry High School

Perry Middle School

Polaris Career Center

Rittman High School

Riverside Schools

Shaker Heights School

St. Albert

St. Anselm

St Edward

St. Gabriel

St Helen

St. Mark

St. Martin De Porres

High School

St Mary of the Assumption

St. Mary Chardon

Tallmadge High School

Ursuline College

Upper Arlington City Schools

Vanguard-Sentinel Career &

Tech. Centers

VASI

Wadsworth Schools

Wellington Exempted

Village Schools

West Geuga High School

West Geauga Middle School

ESC of Western Reserve

ESC Northeast Ohio

Wickliffe High School

Wickliffe Middle School

Willoughby-Eastlake

North High School

Willoughby Eastlake

Public Library

Willoughby-Eastlake South High

School

Willoughby-Eastlake

School of Innovation

Willowick Middle School

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OUR COMMUNITY MEMBERS

The Catherine L. and Edward A. Lozick

Foundation

Buckley King

Dworken & Bernstein

Erie Bank

Global Real Estate Advisors

Junction Auto Family

Kirtland Capital Partners

Kinetic

Lake County Commissioners

MJ Crocker & Associates

US Bank

Wells Fargo

100+ Women Lake County

Ashtabula County Commissioners

Ashtabula County Department of Job &

Family Services

Ashtabula County

Safety Council

Ashtabula Foundation

Ashtabula Ohio State University

Extension

Ashtabula Soil and Water Conservation

District

Association for Manufacturing

Technology

Beaumont Camp

Birthright

BotsIO

City of Mentor

City of Painesville

Cleveland Museum of Natural History

Corrigan Krause CPA

Country Neighbor

Cintas

Classic Auto Group

Cardinal Credit Union

Carver Financial Services

The Business of Good

Deepwood Industries

Deer Valley Foundation

Eastern Lake County Chamber

Eaton Charitable Fund

ERC

EdgeFactor

Geauga Growth Partnership (GGP)

Geauga Maple Leaf

Geauga County of Inclusion

Girl Scouts NEO

Greater Cleveland Partnership

Greater Cleveland Career Consortium Ohio Manufacturers Association

Growth Partnership for Ashtabula

County

Hola Ohio

J&J Catering

Junction Auto Family

KeyBank

Lake County Board of Developmental

Disabilities (Deepwood)

Lake County

Development Authority

Lake County

Development Council

Lake County General

Health District

Lake County Workforce Development

Board

Lake County Council on Aging

Laketran

Leadership Lake County

Lincoln Electric Foundation

Lake Geauga Recovery Center

Lifeline

Lake County United Way

Felber Marketing

M Mark Weaver

Memorial Foundation Inc.

Madison Public Library

Magnet

Mentor Area Chamber

Mentor Economic Assistance

Corporation

Mentor Public Library

Mentor Lumber

National Robotics League

Nuts, Bolts & Thingamajigs

National Center for Urban

Solutions

NTMA

(OMA)

Ohio State University

OhioGuideStone

Lake County

OhioMeansJobs

Geauga County

OhioMeansJobs

Open Doors Academy

Lake County

Painesville Community

Improvement Corporation

Project Hope

Smart Manufacturing Cluster

Salvation Army

SME

SHRM

Team IBB

Team NEO

The Murch Foundation

Torchlight

Willoughby Western

Lake County Chamber

Willoughby-Eastlake Public

Library

Women in Manufacturing

Youth

Opportunities Unlimited

YMCA

AWT CALENDAR OF EVENTS

2024

January

Membership Drive
Manufacturers Roundtable
STEM Day
GibbsCAM Training
Employer Resource Fair
Al in Manufacturing

February

WorkAdvance 2/5-2/16
Manufacturers Roundtable 2/14
Annual Meeting 2/16
STEM Day 2/19
STEAM-to-Career Collaborative Event 2/21
Employer Upscaling Training Session'

March

SMI Registration Opens 3/1
WorkAdvance 3/11-3/22
Manufacturers Roundtable 3/13
STEM Day 3/29
Employer Upscaling Training Session

April

Manufacturers Roundtable 4/10
Supervisory Bootcamp with ERC 4/17
RoboBots Interview/Safety Check 4/26
RoboBots Competition Day 4/27
Employer Upscaling Training Session

May

1/1

1/10

1/15

1/16

1/25

1/26

WorkAdvance 5/6-5/17 Manufacturers Roundtable 5/8 Employer Upscaling Training Session'

June

Apprenticeship Cohort 1 Graduation 6/3
Lake & Geauga SMI Camp 6/10-6/14
Manufacturers Roundtable 6/12
Lake & Geauga SMI Camp 6/17-6/24
YMCA Collaboration Day Camp
YMCA Collaboration Day Camp 6/27

July

WorkAdvance 7/8-7/19
Manufacturers Roundtable 7/10
AWT Summer Mixer 7/11
YMCA Collaboration Day Camp 7/16
YMCA Collaboration Day Camp 7/18
YMCA Collaboration Day Camp 7/30
Employer Upscaling Training Session'

August

YMCA Collaboration Day Camp 8/1
WorkAdvance 8/5-8/16
Apprenticeship Starts 8/12
Manufacturers Roundtable 8/14
Golf Outing 8/26
Employer Upscaling Training Session'

September

Manufacturers Roundtable 9/11 WorkAdvance 9/16-9/27 Educational Open House 9/18 Employer Upscaling Training Session*

October

Think Manufacturing Expo 10/3
Manufacturers Roundtable 10/9
STEM Day 10/11
RoboBots Kick-off 10/28
JuniorBots Kick-off 10/29
Employer Upscaling Training Session

November

WorkAdvance 11/4-11/15
Manufacturers Roundtable 11/13
National Apprenticeship Wk. 11/18-11/24
Employer Upscaling Training Session*

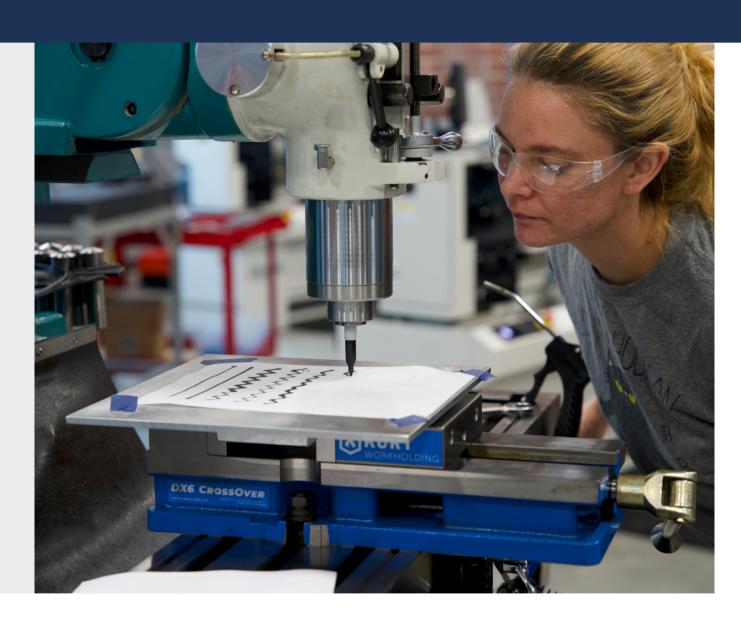
December

Manufacturers Roundtable 12/11 AWT Holiday Mixer 12/12 Employer Upscaling Training Session*

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

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2023



The Alliance for Working Together Foundation
ThinkMFG.com | contact@thinkmfg.com

Thank You





