



The American Manufacturing Communities Collaborative



AMCC's Matt Bogoshian meeting with Executive Director of UAMMI, Tulinda Larsen.

AMCC 2023 UTAH ROADSHOW

January 8th-9th, 2023

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Introduction:

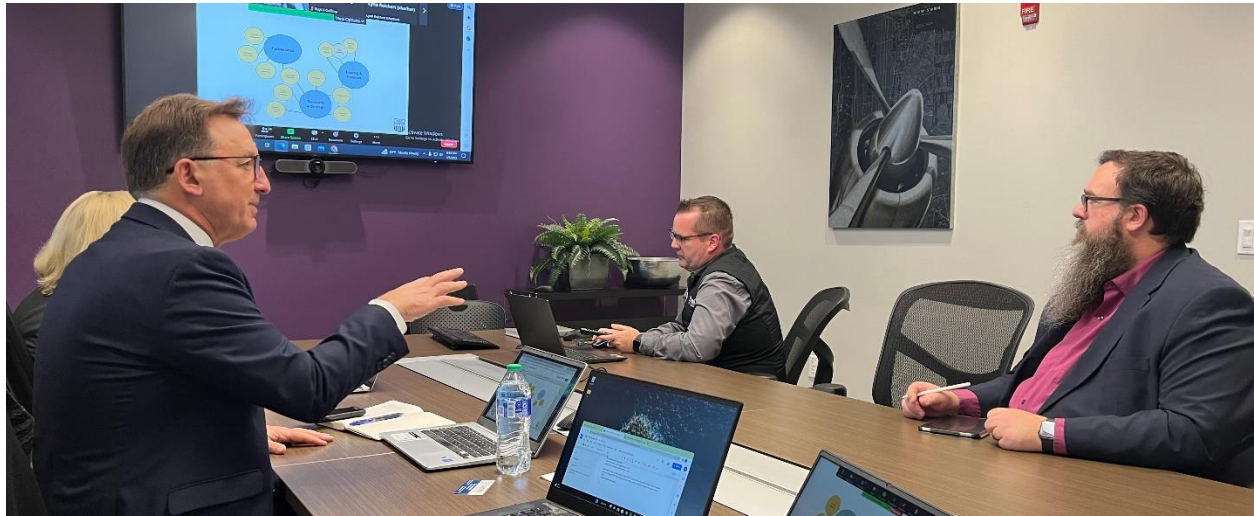
The [Utah Advanced Materials Manufacturing Institute](#) (UAMMI) hosted AMCC for a two-day schedule of collaborative workshops, community-led presentations, and open dialogues including DEI initiatives in the state. UAMMI represents a cluster-based community of regional manufacturers, higher education institutions and NGOs that developed out of EDA's 2014-15 IMCP initiative. It coordinates with the Governor's office, state agencies and others to advance sustainable development in Utah's manufacturing sector.

AMCC's visit catalyzed important discussions for and between Utah's economic development stakeholders. Leaders from private and public entities engaged directly to advance collective actions that will strengthen Utah's workforce, supply chain and infrastructure, and DEI initiatives in its manufacturing ecosystem.

Below are some details about the activities and takeaways from AMCC's first manufacturing region visit under the EDA's Community of Practice partnership.

January 9, 2023	Utah Roadshow Itinerary
8:30-9:30am	Manufacturing Community Ecosystem Metrics (MCEM) Workshop
9:30-10:00am	AMCC Weekly National Call
10:30-11:30am	Stakeholder Mapping Collaboration Discussion w/Connex Marketplace
11:30-12:00pm	Strategies to support regional grant opportunities and community grant writing training w/LSIWins
12:00-12:30pm	UAMMI Office Tour
2:00 - 3:00pm	A Bolder Way Forward for Utah: Advancing Women in Utah's Manufacturing Ecosystem
3:30 - 6:00pm	Diversity, Equity, Inclusion, Belonging, and Accessibility (DEIAB) Roundtable w/ regional leaders and manufacturing company representatives within UAMMI's cluster
January 10, 2023	
8:00 - 9:30	Breakfast with Utah's MEP Alliance advancing MCEM Collaboration
10:00 - 11:00	Meeting with Utah Inland Port Project on Supply Chain and Site Development supporting Utah's manufacturing ecosystem
11:30 - 12:00	Briefing with Go Utah in the Governor's Office on AMCC Initiatives
2:00 - 4:00	UAMMI Board of Directors Meeting

MCEM Workshop:



AMCC hosted its first MCEM workshop with regional public and private stakeholders on mapping the actors and activities/programs taking place in Utah that address workforce training and development efforts necessary for a robust manufacturing sector. The workshop attracted over 35 participants, to include AMCC's MCEM national partner from NIST MEP, Nico Thomas. Those in Utah attending included:

Higher Education Representatives:

- [Utah System of Higher Education](#)
- Davis Technical College
- Salt Lake Community College
- Weber State University
- Utah State

NGO Partners:

- UAMMI
- [Reshoring Initiative](#)
- [IACMI - The Composites Institute](#)
- [AmericaMakes](#)
- [Utah Manufacturers Association](#)

State Partners:

- [Utah Department of Workforce Services](#)
- [Idaho National Laboratory](#)
- [Utah MEP](#)
- [STEM Action Center](#) - Division of Utah's Department of Cultural and Community Engagement

Private Service Providers:

- [Spectrum Recruiting Solutions](#)
- [I5 Services](#) - Connex Marketplace

The workshop was the first “beta test” of workforce development components being developed within [the MCEM project](#). AMCC's Matt Bogoshian presented the project and invited participants to engage in real time during and after the workshop by asking them to gather key workforce stakeholder data and how those stakeholders measure the outputs and outcomes of manufacturing related initiatives in the state. Participants readily engaged in the workshop thus demonstrating a strong regional interest in helping to create a MCEM tool that can inform better regional decision making to strengthen Utah's manufacturing ecosystem.

The Utah Manufacturing Association (UMA) volunteered to spearhead initial data collection with UAMMI. Efforts are now underway to include UMA staff in future national metrics calls working towards a comprehensive mapping of workforce development activities and actors in the state.

AMCC National call:

On-location at UAMMI's HQ, AMCC convened its weekly 30-minute national call of regional leaders across the country and BFFs from federal agencies and NGOs. During the call, as an example for other regions to consider hosting an AMCC Roadshow, UAMMI Executive Director Tulinda Larsen shared with attendees the agenda for AMCC's in-person Utah visit as well as the value of AMCC's presence as a forcing function for more collaborative and strategic activities by and for UAMMI's stakeholders.

Meeting with Connex Marketplace:

I5 Services' Connex Marketplace is a private partnering with MEPs and others to help connect manufacturers with local and regional small and medium sized suppliers as well as service providers through an online database. Connex is building stakeholder databases in 24 states including Utah.

The discussion built off the morning's MCEM workshop, with Connex leaders verifying the need for such a MCEM tool overall and one that can help identify a core gap of reliable workforce metrics in their databases more specifically. Connex leadership offered to continue supporting stakeholder collection and mapping in Utah and expressed further interest in collaborating with AMCC's metrics group to work towards better alignment and mutually beneficial outcomes.

Meeting with LSIWins:

AMCC was pleased to meet with [LSIWins decision makers](#), including CTO Sarah Bertagnolli and Deseri Read. LSIWins is an economic and development solutions firm that has a history of close collaboration with Utah's Governor's office, UAMMI, and were also integral in supporting AMCC's national Community of Practice grant submission.

The conversation proved fruitful, as LSIWins may work with AMCC in future pursuits to include pro bono help for communities to understand and apply for upcoming federal programs such as the new TechHubs initiative. LSIWins will soon present during AMCC's Monday calls on the above topics and wishes to coordinate further with partner communities on the grant identification, submission and compliance process.

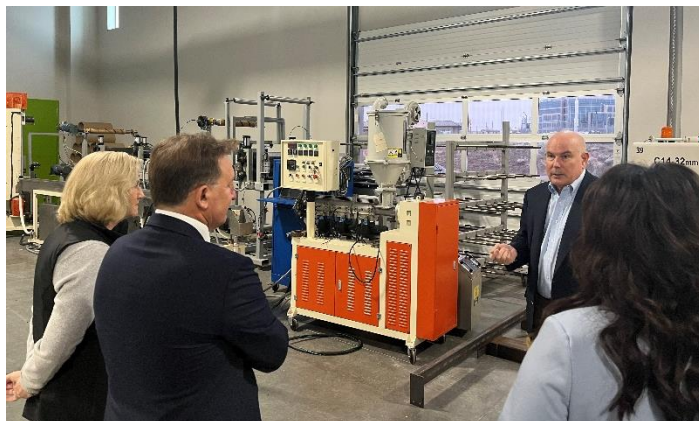
Tour of UAMMI's Office



UAMMI's Deputy Director, Guy Letendre, describes advanced 3d printing tests in the research lab.



One initiative at the lab is increasing efficiency of transforming coal into carbon fiber mesh, with Letendre espousing coal as a path to low-cost, high-value carbon fiber for composites.



Cradle to cradle technology was also on display, as this machine breaks down water bottles into recycled pellets that can be used as 3d-printer material.

Both the nearby Hill AFB and several universities and technical colleges have donated or leased equipment to the lab, which allows students and SMMs to use the space for advanced composite research.

A Bolder Way Forward Utah:

AMCC was invited to attend UAMMI's meeting with [Susan R. Madsen](#), author, speaker and champion for women and girl's equality and equity. UAMMI staff described commonly understood frustrations in the state's progress in this topic, citing a national ranking ([via WalletHub](#)) that places Utah last among the 50 states in progress for women's equity for eight straight years.

The discussion focused broadly on the initiatives of Ms. Madsen and the importance of understanding women's empowerment in Utah as a community of practice that must include K-12, higher education, job providers, state and local governments and NGOs. The nonprofit's strategic plan approach was remarkably like the sustainable development framework AMCC uses, providing further evidence of the appetite of communities to solve problems using this bottom-up, evidence-based approach.

Diversity, Equity, Inclusion, Belonging and Accessibility (DEIBA) Roundtable:



Building off the Bolder Way Forward discussion, UAMMI also organized a roundtable addressing diversity, equity, inclusion, belonging and accessibility in Utah's manufacturing ecosystem.

The roundtable discussion brought two sets of regional stakeholders to the table, literally. On one side of the room were leaders of several organizations representing different aspects of a DEIBA. On the other side of the room were representatives from six manufacturing companies in UAMMI's cluster network.

DEIBA Organizations:

- [Utah Black Chamber of Commerce](#)
- [Suazo Business Center](#)
- Columbus Project
- [Utah Women & Leadership Project](#)
- [Go Utah - Immigration and New American Integration](#)
- [Hispanic Chamber of Commerce](#)
- [Equality in Utah](#)

The DEIBA organizations addressed obstacles to their underrepresented group's training and employment in the manufacturing workforce, as well as opportunities that exist for Utah manufacturers in these communities. One data point that attracted compelling attention from manufacturing representatives was the growing proportion of young Latino and Latina children in Utah compared to the aging white population. This one metric underscored the need for manufacturers and those in their ecosystem of support to expand job training and youth apprenticeships so that the future workforce is secure, and all people have fair access to living wage manufacturing jobs.

Manufacturers:

- Northrop Grumman
- Parker Hannifin
- Kihomac
- Advanced Composites Inc.
- Spectrum Recruiting Solutions
- DPS Skis

Companies represented in the meeting included Utah's largest manufacturing employer, Northrop Grumman, as well as Parker Hannifin and INNOSYS Inc. Representatives from local suppliers, service providers, and small manufacturers joined as well to share their perspectives on existing DEIBA initiatives and weaknesses the companies seek to resolve.

The real power of this roundtable was found in the post presentation connections made between participants. Several next steps were put in place by groups of participants. UAMMI indicated its intent to maintain and grow this collaboration through a follow-up virtual conference to look for further alignments.



Tuesday

Breakfast with the Utah MEP Alliance:



Utah’s manufacturing ecosystem’s self-declared “secret weapon” is its regional alignment. Utah MEP Alliance members, which is a group far more than the MEP itself, consists of UAMMI, [iMpact Utah](#), University of Utah NIST MEP, Utah Manufacturers Association, Utah State University Extensions, and [World Trade Center Utah](#).

The Alliance leaders told us that their collaboration is responsible for much of their region’s manufacturing ecosystem successes to-date. The regional stakeholders are organized around informal agreements (described as “lanes”) so that members do not overlap programs or compete for fundraising. They told us that they all “row in the same direction”. As such, with a unified vision for the future of Utah’s manufacturing ecosystem, the MEP Alliance leaders have been effective in providing a unified front to seek and receive state support for implementing their bottom-up manufacturing community model.

AMCC presented its MCEM initiative to the Alliance and suggested beneficial ways the group could engage with the metrics beta-test. Resulting from this conversation, and building off Monday’s MCEM workshop, UMA agreed to take point collecting stakeholders in the state’s manufacturing workforce development ecosystem, the programs and initiatives operated by these stakeholders, and key output and outcome metrics that signal the health performance of workforce access in the region.

Utah’s Inland Port Project:

AMCC was introduced to the Inland Port Project; an initiative to broadly address regional development particularly as it relates to infrastructure. With access to unique funding streams through the state government, the Inland Port Project is coordinating with UAMMI to identify development projects that support small and medium-sized manufacturers. The projects are

meant to align with the Governor's office's focus on improving job access and infrastructure in Utah's most rural counties.

The Inland Port Project was most interested in AMCC's metric suite as it relates to site development and supply chain security and indicated its interest in joining MCEM discussions further down the road when AMCC builds out those metric areas. They stressed the massive impact that a unified metrics tool would have for groups such as theirs to inform better decision making on supply chain security projects and infrastructure investment priorities.

Briefing with Go Utah:

AMCC met with Lance Soffe, Director of Targeted Industries, in the Governor's Office of Economic Opportunity. AMCC presented its history and connection to Utah's manufacturing ecosystem. Go Utah reconfirmed its support for UAMMI's regional bottom-up growth, ecosystem model, and agreed to stay connected to AMCC for future collaboration.

AMCC Roadshow Podcast:

Between meetings, Executive Director, Matt Bogoshian, sat down with UAMMI's Tulinda Larsen to conduct a 30-minute recorded interview as part of the future AMCC podcast. Based on the ease of recording this interview, AMCC is confident that in-person podcast recordings will be possible in future roadshows.

Collecting and disseminating firsthand stories of the bottom-up community model is integral to AMCC's efforts to expand the regional development model and best practices to regions across the country.

UAMMI Board of Directors meeting:

UAMMI's Tulinda Larsen kicked off the meeting of the UAMMI board, which included manufacturing community ecosystem stakeholders as well as manufacturers. The Governor's Managing Director of Strategic Initiatives, Kori Ann Edwards, summarized the long history Utah has had in being a part of IMCP and then AMCC and the value UT has received from the collaboration. She gave the group additional updates too.

Other key presentations included one by the leader of the new Utah Aerospace & Defense Association and another by Utah's program officer enabling more capital access for manufacturers under the Department of Treasury's SSBCI program. Matt Bogoshian gave the UAMMI Board an overview of AMCC's next steps and thanked Utah stakeholders for their past, present, and future efforts, to include their future work to serve as beta testers for the national MCEM tool.