

# REP. TOM REED'S 2019 MANUFACTURING SUMMIT



**TOM REED**  
Representing *you* in Congress

**FRIDAY, AUGUST 2, 2019**  
GREATER SOUTHERN TIER BOCES  
**ELMIRA, NY**

ARE YOU READY TO **GROW?**

LIVE TWEET THE SUMMIT  
USING THE HASHTAG

*#GrowInNy23*

WATCH THE LIVE STREAM  
OF THE SUMMIT ON

*facebook.com/RepTomReed*

SHARE YOUR PHOTOS ON  
INSTAGRAM AND TAG US

*@RepTomReed*



For more information on today's speakers, please visit:

<https://reed.house.gov/issues/issue/?IssueID=14908>

# A MESSAGE FROM TOM

Friends,

Welcome to the 2019 Manufacturing Summit – we are glad you have joined us today! It is our hope you will be enriched by this experience and you will leave here with plenty of ideas to implement in your own businesses and communities.

Manufacturing is experiencing a great revival across our nation – and we are thrilled to focus on that momentum here today.

This event is based around helping you succeed both in your businesses and in your communities. Growing is the theme for today's summit because we heard your voices and know you are ready to expand. Today, we'll talk about services to help you grow your workforces, resources, productivity and markets.

Growth cannot occur without working together in community. This is not just a one-day event that will come and go – instead, this event will provide you with experts in their fields who are more than happy to help, even after the day is over. If we do this together, in the spirit of community, imagine the successes we will find.

Your businesses are not just the backbone of NY-23, but also our national economy. As job creators, you provide high-quality, good-paying jobs for our families and opportunities for so many citizens in our communities. We want you to thrive right here New York because we take pride in American work ethic.

Thanks to the historic tax cuts signed into law almost two years ago, American manufacturers are thriving under the new, simpler tax code and investing in their employees. As a member of the House Ways and Means Committee and co-chair of the House Manufacturing Caucus, we are working to make sure we put American manufacturing back on a level playing field.

The time is now to #GrowInNY23.

Remember, this is a community of support and resources to help you thrive. Don't hesitate to reach out – we're always here to help. If you have questions or need more information about any of the content from our event, please contact any of our offices or visit our website, [Reed.House.Gov](http://Reed.House.Gov).

Once again, thank you for taking the time to join us.



**Tom**

# AGENDA

8:00AM

## TOUR OF EMHART GLASS

74 KAHLER RD N.  
HORSEHEADS. NY 14845

9:00AM

## REGISTRATION AND NETWORKING BREAKFAST

GREATER SOUTHERN TIER BOCES  
459 PHILO RD.  
ELMIRA. NY 14903

10:00AM

## EDUCATING THE NEXT GENERATION PANEL

- **MODERATOR: GEORGE BORRELLO**- CHAUTAUQUA COUNTY EXECUTIVE
- **JEANNE ESCHBACH**- EXECUTIVE DIRECTOR OF WORKFORCE EDUCATION AND ACADEMIC PATHWAYS AT CORNING COMMUNITY COLLEGE
- **TODD SLOANE**- DIRECTOR OF WORKFORCE DEVELOPMENT AT FINGER LAKES COMMUNITY COLLEGE
- **HOLGER EKANGER**- VICE PRESIDENT OF WORKFORCE READINESS AT SUNY JAMESTOWN COMMUNITY COLLEGE
- **LYNN FREID**- REGIONAL DIRECTOR FOR THE ROCHESTER, FINGER LAKES, AND GENESEE VALLEY REGION AT THE WORKFORCE DEVELOPMENT INSTITUTE

11:00AM

## BREAKOUT SESSIONS (CHOOSE 2)

### GROWING YOUR RESOURCES: MAKING THE MOST OF TAX BREAKS

*Learn how tax reforms will help YOU.*

- **WILL DAVIS**- PARTNER. CAPITOL TAX PARTNERS. LLP CAPITOL TAX PARTNERS

## GROWING YOUR OPERATIONS: SUPPORT FOR SMARTER MANUFACTURING

*Find out more about groups that can support you in improving your operations.*

- **TODD TRANUM**- PRESIDENT & CEO AT CHAUTAUQUA COUNTY CHAMBER OF COMMERCE & MANUFACTURERS ASSOCIATION
- **CAROL MILLER**- EXECUTIVE DIRECTOR OF THE ALLIANCE FOR MANUFACTURING AND TECHNOLOGY
- **SURESH SANTANAM**- DIRECTOR OF THE DEPARTMENT OF ENERGY'S INDUSTRIAL ASSESSMENT CENTER AT SYRACUSE UNIVERSITY

## GROWING YOUR CAPABILITIES: INTRODUCING NEW TECHNOLOGIES

*Learn about the Manufacturing USA programs that can help you to introduce new technologies.*

- **WILLIAM J. GRIECO, PHD**- CEO OF THE RAPID MANUFACTURING INSTITUTE
- **DR. BYRON CLAYTON**- CEO OF ADVANCED ROBOTICS MANUFACTURING INSTITUTE
- **BERARDINO BARATTA**- SENIOR DIRECTOR FOR TECHNOLOGY STRATEGY FOR MXD (MANUFACTURING TIMES DIGITAL) MANUFACTURING INSTITUTE

## GROWING YOUR MARKETS: EXPANDING YOUR REACH

*Find ways to reach new customers and build new markets.*

- **ROSANNA MASUCCI**- DIRECTOR AT BUFFALO EXPORT ASSISTANCE CENTER FOR THE DEPARTMENT OF COMMERCE
- **TONY UPHOFF**- PRESIDENT & CEO OF THOMAS
- **ED EKEL**- NY REGIONAL MANAGER FOR THE OFFICE OF INTERNATIONAL TRADE AT THE SMALL BUSINESS ADMINISTRATION

**1:00PM**

### NETWORKING LUNCH

WILL BE PROVIDED

**2:00PM**

### LOOKING AHEAD: WHAT'S CHANGING AND HOW DO WE RESPOND

- **MODERATOR: KC MORRIS**- AMERICAN SOCIETY OF MECHANICAL ENGINEERS (ASME) MANUFACTURING FELLOW FOR REP. TOM REED
- **REP. TOM REED**
- **TONY UPHOFF**- PRESIDENT & CEO OF THOMAS

**3:00PM**

**CLOSE**

# SPEAKER BIOS



## REP. TOM REED

[@REPTOMREED](#)

Tom Reed, a former small business owner and Mayor of his hometown Corning, NY, was first elected to Congress in November 2010. He represents the 23rd Congressional District of New York which includes 11 counties as far west as Chautauqua, as far north as Seneca and Ontario, and to the east in Tioga. He currently serves on the House Committee on Ways and Means, which is responsible for addressing issues of tax policy, trade, health care, and Social Security.

Tom has focused his efforts on constituent accessibility and job creation. As such, he was a leading advocate for the common sense tax cuts signed into law last year to aid domestic manufacturers, small businesses and working families.

Reed is the primary sponsor of the Revitalizing American Manufacturing and Innovation Act (RAMI), hallmark legislation which was enacted in 2014. The bill encourages the development of domestic manufacturing in high tech, high needs fields. The bill brings together a consortium of actors including federal and state governments, universities and the private sector to drive innovation in these fields forward.

Reed is also the Republican co-chair of the House Manufacturing Caucus, a bipartisan forum designed to raise awareness of the benefits and challenges faced by US manufacturing and create opportunities to address them with Congressional action.



## GEORGE BORRELLO

[Chautauqua County Executive / BorrelloG@co.chautauqua.ny.us](#)

George Borrello was born and raised in Silver Creek and Fredonia. He is a 1985 graduate of Fredonia High School and a 1989 graduate of Purdue University. George has spent most of his adult life as a businessman and entrepreneur, founding Top-Shelf Marketing in his early 20s. He grew the business into a successful, nationally recognized supplier to the hospitality industry.

George merged his company with Progressive Specialty Glass Company and was the Vice President of Marketing for Progressive for 20 years before retiring in 2017 to pursue public service full time. He and his wife Kelly are also owners of several beachfront hospitality and tourism businesses in Sunset Bay.

In 2010 he took office as Chautauqua County Legislator representing the Town of Hanover. During his eight years in office he pursued projects to promote tourism, downsize government, and clean up blighted properties, and he also was a staunch advocate of preserving, protecting and improving our lakes and waterways.

On January 1, 2018, George was sworn in as Chautauqua County Executive, serving as CEO of Chautauqua County Government. As county executive, he is dedicated to serving the residents of Chautauqua County and his mission is to lead by bringing people together, facilitating communication and collaboration, setting goals and then achieving those goals.

In March of 2019, George Borrello became the Republican, Conservative and Independence Party candidate for the vacant New York State Senate seat in the 57th District.

George and his wife Kelly live in Sunset Bay, in the town of Hanover, and are both active in several charity and community efforts.

# SPEAKER BIOS



## JEANNE ESCHBACH

*Executive Director for Workforce Education & Academic Pathways-  
Corning Community College/ [eschbach@corning-cc.edu](mailto:eschbach@corning-cc.edu)*

Jeanne Eschbach is the Executive Director of Workforce Education and Academic Pathways at SUNY Corning Community College (CCC). In this role, she establishes and maintains relationships with business and community leaders to develop continuing education opportunities that meet regional workforce needs and provides leadership and oversight of all aspects of Workforce Education, community, and continuing education programs and services, credit and non-credit course offerings, facility management, assessment and evaluation, and fiscal management. Eschbach previously served as the Director of Continuing Education and Graduate Studies at Elmira College and prior to that, as the Director of Continuing Education at CCC.



## TODD SLOANE

*Director of Workforce Development- Finger Lakes Community  
College/[Todd.Sloane@flcc.edu](mailto:Todd.Sloane@flcc.edu)*

Todd Sloane is the Director of Workforce Development at Finger Lakes Community College. He has spent his career creating and delivering programs that maximize measurable impact on individuals, teams and learners of all ages & backgrounds. At Finger Lakes Community College (FLCC), he focuses specifically on the areas of workforce development, professional development, non-credit continuing education, and non-credit to credit programming and assists in the oversight of budgets and grants that support workforce development, foster inter-departmental and external college-community efforts and forge partnerships in support of the College's mission and strategic plan.



## HOLGER EKANGER

*Vice President of Workforce Readiness- SUNY Jamestown Community  
College/ [HolgerEkanger@mail.sunyjcc.edu](mailto:HolgerEkanger@mail.sunyjcc.edu)*

Holger Ekanger joined JCC in May 2019 after 18 years as the Director of Workforce & Continuing Education, Engineering & Advanced Technology at Macomb Community College in Warren, Michigan and 5 years with Ivy Tech Community College in Columbus, Indiana. Mr. Ekanger's career has focused on advanced manufacturing, automated systems, and robotics. He has also led a regional economic and workforce development collaborative focused on employer attraction, retention, and expansion. He is a graduate of the University of Minnesota and earned his M.S.A. from Central Michigan University, Mount Pleasant, Michigan.



## LYNN FREID

*Regional Director for the Rochester, Finger Lakes, and Genesee Valley  
Region- Workforce Development Institute/ [lfreid@wdiny.org](mailto:lfreid@wdiny.org)*

Lynn Freid is the regional director for The Workforce Development Institute (WDI) covering eleven counties in the Rochester, Finger Lakes, Genesee Valley and Southern Tier regions. Lynn has over twenty-five years of work experience in management with small and large business operations, At-Risk Youth training, skills training to employment and training solutions consulting for effective and efficient operations. Lynn has achieved the SUNY ICCD (Institute for Community College Development) credential and has a Bachelor of Science in Organizational Management from Keuka College. Lynn is a recipient of the FAME (Finger Lakes Advanced Manufacturing Enterprise) STAR award and serves on several committees including the Finger Lakes Regional Economic Development Council to promote education and training to build a middle-skilled workforce pipeline for core sector industries in the Rochester, Finger Lakes, Genesee Valley and Southern Tier regions.

# SPEAKER BIOS



## WILL DAIVS

*Partner, Capitol Tax Partners, LLP/ [davis@capitoltax.com](mailto:davis@capitoltax.com)*

William Davis leverages his diverse experience in tax policy, government, and journalism to provide a unique perspective to clients, with a specific expertise in tax policy issues affecting the financial services and energy sectors. Through his experiences, William has developed an extensive network of tax professionals working in both the government and private sector.

Before joining Capitol Tax Partners, William served as the Legislative Director and Tax Policy Counsel for Rep. Tom Reed (R-NY) of the House Ways and Means Committee. During his time on the Hill, he advised the Congressman on all tax legislation, including the development, drafting, and negotiation of the Tax Cuts and Jobs Act of 2017 and the Omnibus Bipartisan Budget Act of 2018. As part of those efforts, William worked extensively on tax legislative proposals relating to financial products and energy tax credits. He also served as a lead policy staffer for the House Manufacturing Caucus and Problem Solvers Caucus.

Before working for Congress, William was a legal reporter for Tax Analysts, where he wrote for the award-winning Tax Notes and Tax Notes Today publications. As a legal reporter, he wrote over 200 daily and long-term analysis stories on technical tax issues mostly relating to the financial services industry, tax controversy, and IRS administration.

William earned his LLM in taxation from Georgetown University Law Center and his JD from Suffolk University Law School.



## TODD TRANUM

*President & CEO- Chautauqua County Chamber of Commerce & Manufacturers Association/ [ttranum@mast-wny.com](mailto:ttranum@mast-wny.com)*

Since 1999 Todd Tranum has been Executive Director of the Manufacturers Association of the Jamestown Area, now the Manufacturers Association of the Southern Tier, and in 2008 became President/CEO of the Chautauqua County Chamber of Commerce. Todd is also President/CEO of Dream It Do It Western New York (DIDIWNY) and serves as President of a for profit insurance brokerage company, Chautauqua Benefit Specialists (CBS).

In 2003, the Manufacturers Association partnered with Jamestown Community College to start the Manufacturing Technology Institute to increase the regional pool of individuals trained in advanced manufacturing. In 2009, Todd and his team launched the Dream It Do It program in Chautauqua County to encourage students in the region to consider careers in manufacturing and develop a stronger pipeline of talent. In 2013, Todd and his team worked with Cummins Inc. to launch the Chautauqua County Education Coalition, a multi stakeholder collective impact initiative. Todd is a tireless leader working on many innovative efforts to address pressing needs for Western NY's manufacturing community including education, health insurance, and technology.

Todd graduated from the State University of New York at Fredonia with B.A in Political Science, and holds MBA from Penn State University, the Behrend College. He has completed training in Six Sigma through Cummins Inc. and is licensed to sell life and health insurance in the State of New York. In 2013, Todd was named Executive of the Year by the Chamber Alliance of New York State. Todd currently serves on the Board of the Manufacturers Alliance of New York State and the Board of Directors for the Chautauqua County Workforce Investment Board.

Todd is a member of a four member garage band called No Consensus with friends Mark Odell, Ken Shearer and Michael Starks. Most importantly, Todd is married to Sarah Barnett Tranum, who is employed by the Jamestown Community College as a Professor and Program Director of the Occupational Therapy Assistant program and together they have four children, Kelsea, Lawton, Maddie and Anna.

# SPEAKER BIOS



## CAROL MILLER

*Executive Director- Alliance for Manufacturing and Technology (AM&T)/  
[cmiller@amt-mep.org](mailto:cmiller@amt-mep.org)*

Carol Miller is the Executive Director of the Manufacturing Extension Partnership at the Alliance for Manufacturing and Technology. She has extensive knowledge of the Southern Tier's manufacturing sector and a proven track record of success. Miller works closely with AM&T's clients, stakeholders, and partners. As the Executive Director, she is building on AM&T's past successes and is leading the organization in customizing and expanding its services to better serve the manufacturing community. Since joining the organization as a Principal Consultant in 2004, Miller has helped clients achieve millions in impact through the application of Lean Thinking Principles and Manufacturing Operations Excellence.



## SURESH SANTANAM

*Director- Industrial Assessment Center, Syracuse University/  
[ssantana@syr.edu](mailto:ssantana@syr.edu)*

Dr. Santanam serves as director of the Industrial Assessment Center (IAC) at Syracuse University and is an Associate Professor with the Biomedical and Chemical Engineering Department at the College of Engineering & Computer Science at Syracuse University. He focuses his training in public health and engineering to develop and apply innovative solutions in the energy and environmental fields to current issues facing industrial, commercial, and institutional entities. He is also a founding member of the Great Lakes Sustainable Energy Consortium, which consists of academic, industry, and policy-leaders from central upstate New York and eastern Ontario, Canada, who are synergistically working to address renewable energy and sustainability issues.



## WILLIAM J. GRIECO, PHD

*Chief Executive Officer- RAPID Manufacturing Institute/ [willg@aiche.org](mailto:willg@aiche.org)*

Dr. William Grieco is the Chief Executive Officer of Rapid Advancement in Process Intensification Deployment (RAPID) Manufacturing Institute where he is responsible for all of RAPID's operations, including research and development activities, corporate governance, and compliance. He previously served as the Vice President of Energy and Environment at Southern Research, a nonprofit research institute based in Alabama, where he defined and implemented strategies to transform the business from one serving only the fossil energy sector to a boutique innovation testing, development, and consulting organization focused on reducing the environmental footprint of energy generation and chemicals production. William Grieco has over 20 years of experience in technology development and innovation in the process industries and earned a PhD and Master's degree from the Massachusetts Institute of Technology, and a Bachelor's degree from Georgia Tech — all in chemical engineering.

# SPEAKER BIOS



## DR. BYRON CLAYTON

*Chief Executive Officer- Advanced Robotics for Manufacturing/  
[byron.clayton@arminstitute.org](mailto:byron.clayton@arminstitute.org)*

Dr. Byron C. Clayton serves as the CEO for Advanced Robotics for Manufacturing (ARM) located in Pittsburgh, PA. It is one of fourteen Manufacturing USA Institutes launched by the federal government to revitalize U.S. leadership in advanced manufacturing. ARM's primary goal is to increase the adoption of robotics and AI to accelerate U.S. manufacturing competitiveness, growth and jobs. The organization was launched in January 2017 with an \$80 million commitment from the Department of Defense in partnership with Carnegie Mellon University and a nationwide ecosystem of innovators to advance robotics technology and workforce education. Dr. Clayton comes to ARM from Baton Rouge, LA where he was President and CEO of Research Park Corporation, a family of economic development organizations focused on helping Louisiana companies create the technology jobs of the future. In prior years, he led Ohio-based innovation clusters in flexible hybrid electronics, advanced energy and water technologies. In addition, Dr. Clayton has over 25 years of experience in the private sector where he led the development, commercialization and implementation of advanced manufacturing systems and software for various industries. During that time, he facilitated the market entry of over 40 high-tech products and systems used by numerous manufacturing plants across North America.



## BERARDINO BARATTA

*Senior Director of Technology Strategy- MxD/  
[berardino.baratta@mxdusa.org](mailto:berardino.baratta@mxdusa.org)*

Berardino Baratta is the Senior Director of Technology Strategy for MxD. In this role, Berardino works closely with partners and internal teams to develop a technology roadmap that supports American manufacturers as they embrace and benefit from Industry 4.0. Berardino has over 25 years of diverse experience including recent roles as CEO of Potentia Analytics, a healthcare startup and Founding General Manager of Freescale Semiconductor's Multimedia Applications Division. Prior to these roles, he led the Strategy, Marketing and Business Development team for Freescale's Wireless and Mobile Systems Group. Berardino began his career with Metrowerks Corporation, a leading provider of Software Development tools, where he led engineering through its growth from startup to public corporation through acquisition by Motorola Corporation. Berardino received his Bachelor of Mechanical Engineering (Honours) from McGill University.



## ROSANNA MASUCCI

*Director- Buffalo Export Assistance Center/ [Rosanna.Masucci@trade.gov](http://Rosanna.Masucci@trade.gov)*

Rosanna has been with the U.S. Department of Commerce's (USDOC) Buffalo Export Assistance Center since 1998. For much of that time, she has worked with exporting companies in Central NY and the Mohawk Valley. She has also covered the Southern Tier and Rochester areas for the USDOC. Currently, Rosanna is the Director of the Buffalo USEAC and main USDOC contact for companies in the eight counties of Western NY. In addition to speaking on the services of the U.S. Department of Commerce at seminars throughout Upstate NY, she has also coordinated numerous export seminars in the rural areas of Upstate NY. She is currently an Advisory Board Member for the Buffalo World Trade Association and has been the Program Committee Chair for the BWTA for 5 years. She is also an Advisory Board Member of the World Trade Center Buffalo Niagara and works on the Programming Committee for that organization as well.

As a member of the USDOC's Global Information & Technology (ICT) Team, Rosanna has attended various trade shows, including CeBIT in Hannover, Germany and the ITU Show in Hong Kong. She also served for two years as the Deputy ICT Team Leader. She is currently an active member of the Global Healthcare and Global Education Teams. Rosanna graduated cum laude from the State University of New York at Buffalo where she earned a B.A. degree in International Studies and Italian. Her M.A., also from the State University of New York at Buffalo, is in International Trade and Economic Geography. She has also received the Certified Global Business Professional accreditation from NASBITE.

# SPEAKER BIOS



## ED EKEL

*Regional Manager- Office of International Trade, Small Business Administration/ [eduard.ekel@SBA.gov](mailto:eduard.ekel@SBA.gov)*

Ed Ekel has significant export financing experience, both on the commercial banking side as well as on the exporter side. Among others, Ed headed up the export finance activities in North America for Siemens, Europe's largest engineering firm. He was a regional director at the small business division of the Export-Import Bank of the U.S. before joining the U.S. Small Business Administration's Office of International Trade in January 2018. He is located at the U.S. Export Assistance Center in New York City together with representatives of the U.S. Commercial Service (part of the Department of Commerce) and the Export-Import Bank of the U.S. Ed assists small businesses headquartered in Eastern Upstate NY and the Mid-Hudson and Metro New York regions, as well as their lenders, in the use of the SBA guaranteed export loan programs.



## KC MORRIS

*American Society of Mechanical Engineers (ASME) Manufacturing Fellow for Rep. Tom Reed/ [kcmorris@mail.house.gov](mailto:kcmorris@mail.house.gov)*

KC Morris is an American Society of Mechanical Engineers (ASME) Manufacturing Fellow on detail from the National Institute of Standards and Technology (NIST) to the Office of Congressman Tom Reed. She has a distinguished career at NIST leading the development of standards to support the industrial internet. Her research focuses on standards for smart and sustainable manufacturing by applying IoT and AI to integrate manufacturing systems from engineering, the shop floor, and the enterprise. As a Manufacturing Fellow she directs the House Manufacturing Caucus, manages the manufacturing legislative portfolio, and organized the NY23 Manufacturing Summit.



## TONY UPHOFF

*President & CEO, Thomas/ [ceo@thomaspublishing.com](mailto:ceo@thomaspublishing.com)  
<https://www.linkedin.com/in/tonyuphoff/>*

Before joining Thomas in January of 2017, Tony served as CEO of Business.com, where he led the turnaround, build out and successful sale of the company in June of 2016. Prior to Business.com, Tony was CEO of UBM TechWeb, where he led the transformation of a declining print-centric business into a fast-growing digital media, live event and marketing services powerhouse. He also served as President of VNU Media's Entertainment Group and Publisher of The Hollywood Reporter, building out and expanding the brands via digital media and live events. Uphoff was the founding CEO of Internet Media company Beliefnet and served as Publisher of InformationWeek in the mid-90s, growing the brand into the largest in the history of B2B media. Uphoff also served in several key management positions at Ziff-Davis during the company's rapid growth in the early 1990s. Tony anchors the popular weekly Thomas Index video reports and has been named "Folio Forty C-Level Visionary" by Folio Magazine, "Top Media Innovator" by Mins B2B and is regularly named in the Top 100 business media execs by B2B Magazine. Uphoff serves as a Trustee of Linfield College, sits on the board of HIMSS Media and serves as a mentor at Mucker Labs.

Thomas provides actionable information, data, analysis and tools that align with and support today's industrial buying process. Its solutions include the Thomas Network at Thomasnet.com®, industry's largest and most active buyer/supplier network. Through Thomas Marketing Services, the company provides full-service industrial marketing programs and website development. Thomas Product Data Solutions helps manufacturers connect with design engineers through advanced CAD/BIM and data syndication services. Thomas Insights delivers original content to help marketers and supply chain professionals inform their decision-making, through leading titles including Inbound Logistics®, Industrial Equipment News® (IEN®), Thomas Industry Update and the Thomas Index™.

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