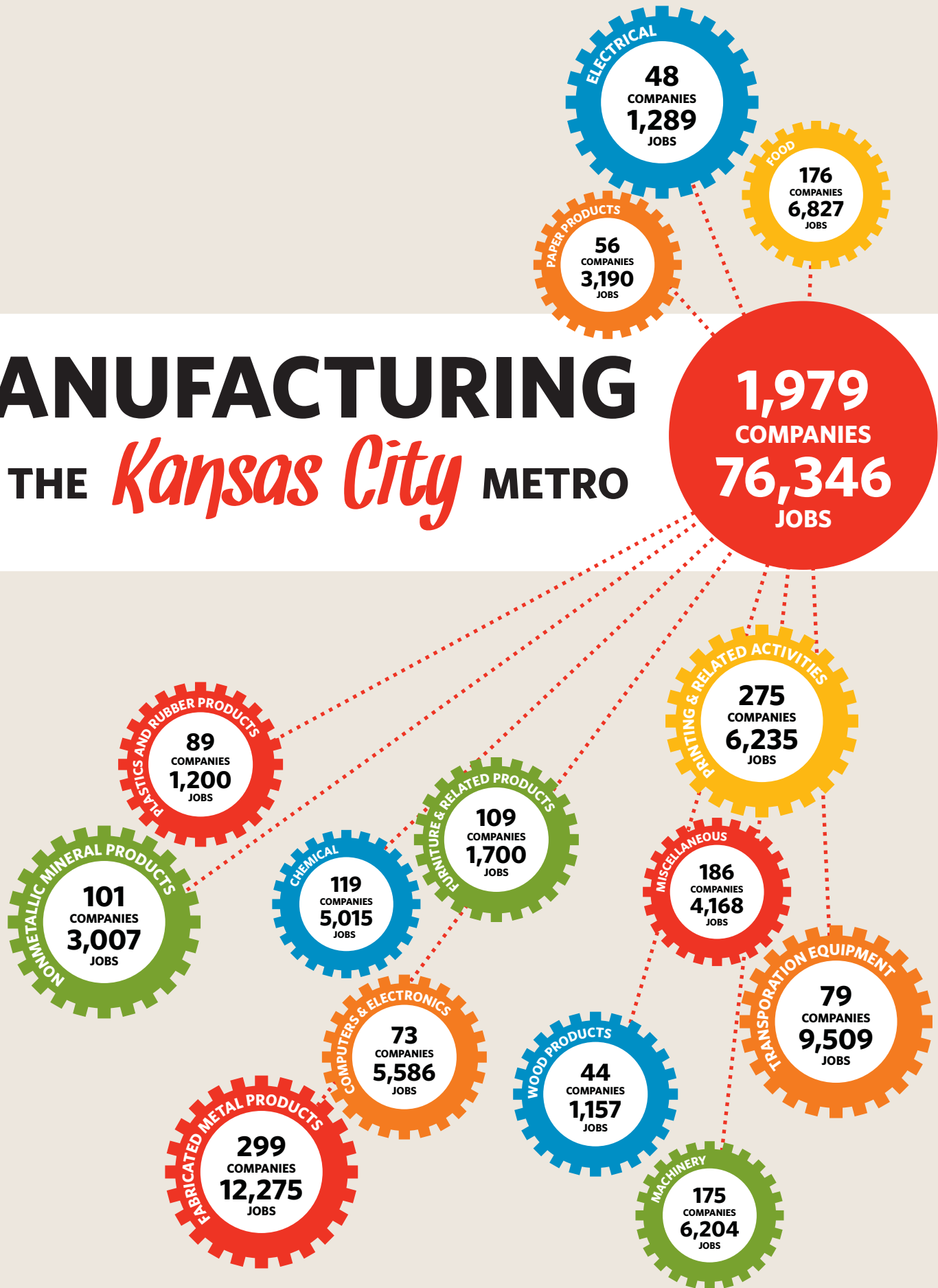


MANUFACTURING

IN THE *Kansas City* METRO



INDUSTRY AND WORKFORCE DATA AND SUCCESS STORIES

MANUFACTURING *Jobs*

**TOP
20**

MANUFACTURERS by employment, 2012

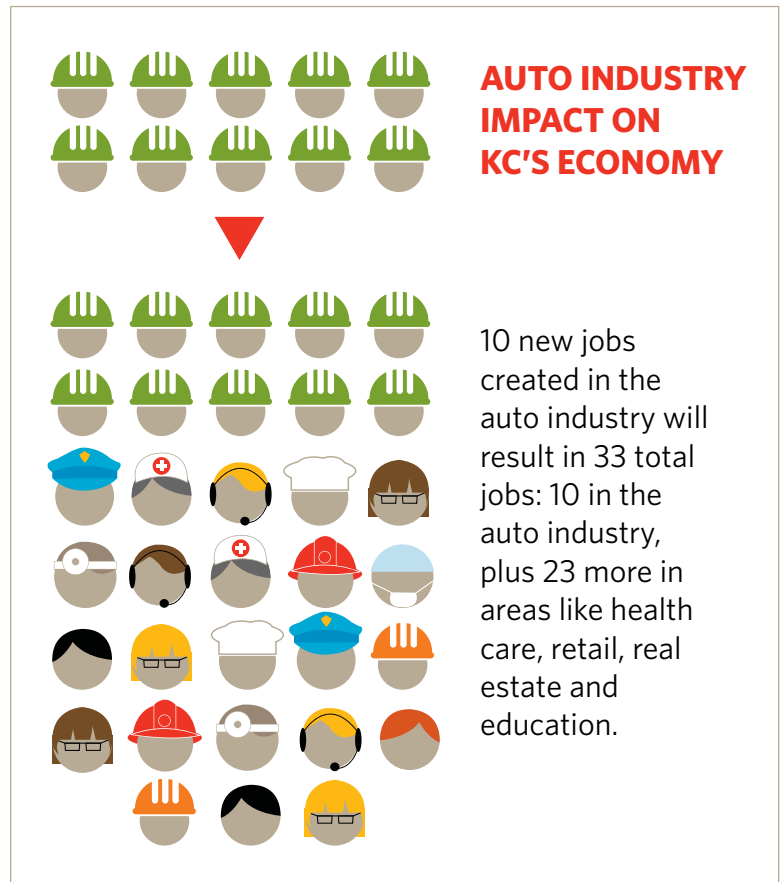
- | | |
|---------------------------|---------------------------------|
| General Motors | Caravan Ingredients |
| Ford | Sanofi-Inventis |
| ATK Small Caliber Systems | Haldex |
| Garmin | Fairbanks Morse Pump |
| Honeywell | LaFarge |
| Bayer | Taylor Forge Engineered Systems |
| Peterson Manufacturing | Heatron |
| Harley Davidson | Tension Envelope |
| BlueScope Steel | Russell Stovers |
| Fike | Tnemec |

THE MULTIPLIER EFFECT

Manufacturing supports the broader economy through a multiplier effect. For example, every 10 jobs added in auto manufacturing will result in 33 total jobs added throughout the economy — a multiplier effect of 3.3.

OTHER SELECTED METRO-AREA MANUFACTURING INDUSTRIES

HIGH-GROWTH INDUSTRIES	KC MULTIPLIER
Communications Equipment	2.87
Surgical Supplies	2.61
Corrugated/Solid Fiber Boxes	2.59
Meat Processing	2.50
Ammunition (except small arms)	2.44
Ready-Mix Concrete	2.43
Plastic Products	2.30
Fabricated Structural Metal	2.12
Machine Shops	1.99
Commercial Screen Printing	1.95
Signs	1.82



MANUFACTURING *Growth*

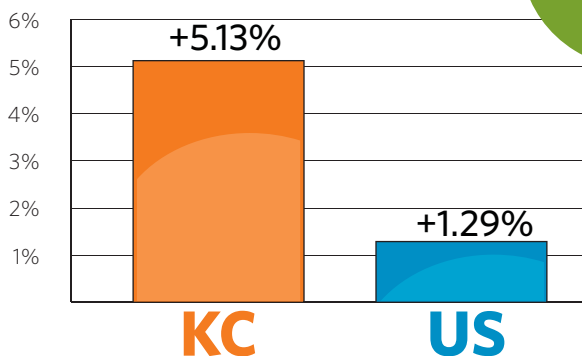
The Kansas City metro's manufacturing industry is expected to grow by more than 5 percent over the next 10 years, compared to a 1.3 percent growth nationwide.

Across the country, manufacturing has seen a decline over the past three decades, but the decline has been less dramatic in Kansas City.

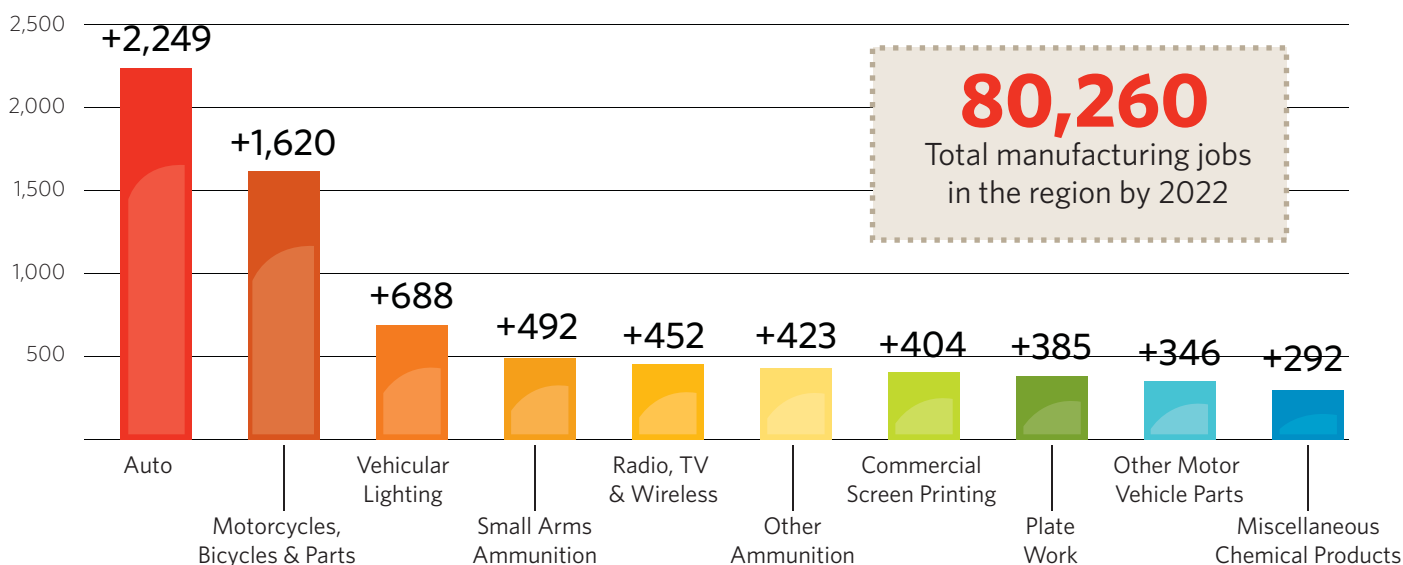
Manufacturing employment is now starting to grow, and it is expected to continue to be one of the region's leading industries — particularly in the automotive, motor vehicle parts and communications equipments industries.

PROJECTED GROWTH

BY
2022



TOP GROWING MANUFACTURING INDUSTRY SUBCLUSTERS: NET JOB GROWTH BY 2022



kcworkforce.com

Visit kcworkforce.com for information about the Regional Workforce Intelligence Network (RWIN) and access more labor market information and industry data in the nine-county region (Cass, Clay, Jackson, Platte and Ray counties in Missouri and Johnson, Leavenworth, Miami and Wyandotte counties in Kansas.)

SOURCES:

The data in this report comes from EMSI and WANTED Analytics, supported by RWIN and its members.

MANUFACTURING *Skills*

TOP
10

JOB SKILLS in demand

- 1 Project Management
- 2 Microsoft
- 3 Sales & Operations Planning
- 4 Sales Experience
- 5 Technical Support
- 6 Security Administration
- 7 Analytical Skills
- 8 Six Sigma
- 9 Product Development/Management
- 10 Quality Control

TOP
10

CERTIFICATIONS in demand

- 1 Computer-Aided Design (CAD)
- 2 Occupational Safety & Health Administration (OSHA)
- 3 Commercial Driver's License (CDL)
- 4 Accreditation Board for Engineering & Technology (ABET)
- 5 Top-Secret Sensitive Compartmented Information Clearance (TS SCI)
- 6 National Fire Protection Association Standards (NFPA)
- 7 Project Management Professional (PMP)
- 8 Professional Engineer (PE)
- 9 Forklift Certification
- 10 Governance, Risk and Compliance Systems (GRC)

A majority of growing occupations in manufacturing will require some sort of technical skills training and work-based experience.

Technical skills are needed now for virtually all jobs in production.

WHAT ELSE DO EMPLOYERS WANT?

Ability to
RUN A PROJECT

MECHANICAL
Aptitude

Understanding of
LEAN PRINCIPLES

Ability to work in a
TEAM ENVIRONMENT

CUSTOMER SERVICE
Skills

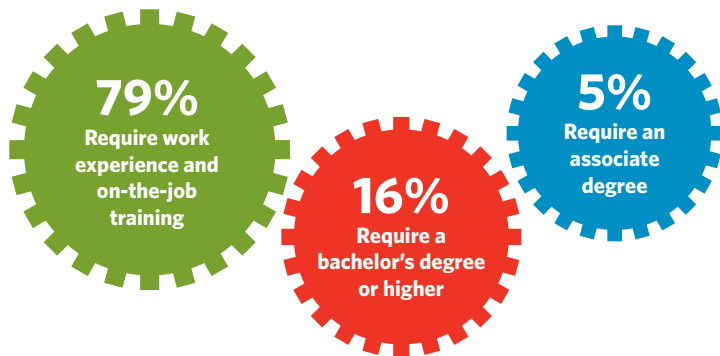
PROBLEM-SOLVING
Skills

Creative
THINKING

Exceptional
MATH SKILLS

GROWING DEMAND FOR *Education*

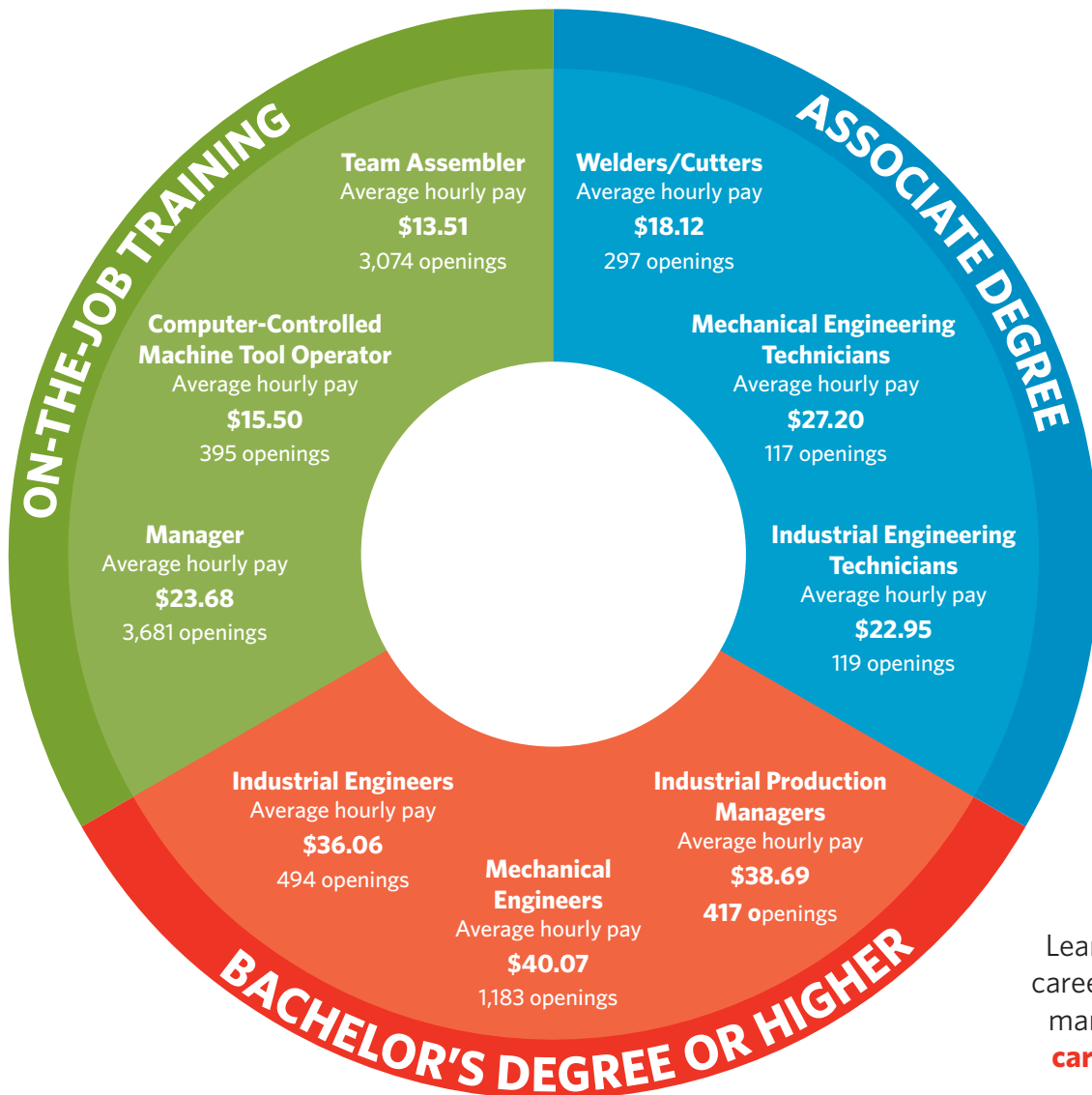
Of the 76,346 manufacturing jobs in the Kansas City region today ...



AVERAGE ANNUAL EARNINGS IN MANUFACTURING

\$70,492

TOP GROWING MANUFACTURING JOBS BY EDUCATION LEVEL:



Learn more about careers in advanced manufacturing at careermekc.org.

MANUFACTURING *Resources*

WORKFORCE DEVELOPMENT RESOURCE & PARTNERSHIP GUIDE

Workforce Partnership

Supplies employers with a skilled workforce and job seekers with successful training and placement assistance.

Scott Anglemeyer, Executive Director, 913-287-1159

Full Employment Council

Supplies employers with a skilled workforce and job seekers with successful training and placement assistance.

Clyde McQueen, President, 816-471-2330

KC STEM Alliance

Works increase the number of students who are prepared to enter STEM careers in Kansas City.

Laura Loyacono, Director, 816-235-1509

PREP-KC

Improves the education of Kansas City's urban students by providing resources to prepare all students for college and careers.

Susan Wally, President, 816-931-7737

Kansas City Kansas Community College

The Technical Education Center (TEC) offers hands-on technical skill training programs which lead to certificates and employment in trade and industrial fields aligned with business and industry standards. Contact to learn about customized training programs and how to recruit new graduates.

Rich Piper, Director of Technical Programs, 913-627-4126

Metropolitan Community College

The Business & Technology campus provides solid technical education and vital business services that has forged strong partnerships with employers.

Debbie Goodall, President, MCC Business Technology Campus, 816-604-5280

Johnson County Community College

Provides several technical trainings and certifications for the manufacturing industry, including Lean, ISO, Supply Chain, Logistics and Six Sigma programs. Contact to learn about customized training programs and how to recruit new graduates.

Jennifer Winchester, Program Director, 913-469-8500 ext. 7666

University of Missouri-Kansas City

The School of Computing and Engineering offers degree programs in civil, electrical computer and mechanical engineering to prepare students for today's competitive job market. Contact to learn about customized training programs and how to recruit new graduates.

Kevin Truman, Dean of SME, 816-235-2399

Park University

Offers management and logistics courses to prepare leadership for manufacturing industry. Contact to learn about customized training programs and how to recruit new graduates.

Dr. Penelope DeJong, Chair, Department of Management School of Business, 816-584-6345

University of Central Missouri

Workforce Central at UCM provides training, certificate programs, and development services for new-hire and incumbent workforces across the state of Missouri. Course offerings are available in supply chain and project management.

Scott Boyce, Workforce Development Representative, 816-875-3927



WORKFORCE *Success Stories*

KC STEM ALLIANCE: Developing a Manufacturing Workforce

Currently, there are 324,391 students in grades K-12 in the nine-county Kansas City region, including 22,112 seniors who are expected to graduate in 2013.

KC STEM Alliance works with 28 school districts in the region, encouraging students to become more engaged in STEM (Science, Technology, Engineering and Math) programs. About 11,000 students are currently involved in the organization's FIRST Robotics and Project Lead the Way programs.



FULL EMPLOYMENT COUNCIL & KCKCC: Helping displaced workers be "in demand" workers



When Jason Shoen suddenly found himself with no job and no source of income, he turned to the Full Employment Council. After qualifying for assistance, Jason was assigned to a Career Development Executive who helped him become an "in demand" worker.

Jason's journey to job stability began with an informational session on "In Demand" training and career interest and aptitude assessments. He decided to focus on training for a Computer Numerical Control (CNC) machinist job in the manufacturing industry. Over the next nine months, Jason attended classes at Kansas City Kansas Community College (KCKCC) Technical Education Center. While in training, Jason also began his search for employment in the local manufacturing industry. He secured an interview with Fairbanks Morse, and the career center staff provided a personal reference.

While still in the last month of training, Jason was hired at Pentair Water, a subsidiary of Fairbanks Morse, as a full-time employee earning \$18 per hour. After successfully graduating from the CNC Machinist program, he now earns \$19.14 per hour.

WORKFORCE PARTNERSHIP: Employer Assistance Services

When Johnson Controls, Inc. (JCI) — a global industrial leader with plants in more than 150 countries — was awarded a contract with Ford and General Motors to manufacture interior automobile seats at its Kansas City plant, the human resources team needed to quickly hire production workers for a second shift. JCI turned to Workforce Partnership Business Services for assistance.

Workforce Partnership helped the HR team develop and implement a recruitment, screening, assessment testing and interview process. Workforce Partnership pre-screened and tested 389 individuals for JCI. At the same time, Magna, a local automotive seating manufacturing plant, was in the process of a Rapid Response Shut Down. Workforce Partnership worked closely with both companies to transition Magna's laid-off employees to JCI. Johnson Controls offered former Magna employees an impressive starting package of \$17.20/hour and benefits to take effect the first day of employment. JCI ultimately hired 122 individuals using Workforce Partnership services, including 16 former Magna employees.



PREP-KC PARTNERSHIP: Supply Chain & Logistics Workforce Pipeline

Working with KC SmartPort, Metropolitan Community College (MCC) and industry partners, PREP-KC developed a Supply Chain and Logistics Seminar to help create a high-quality workforce pipeline for the growing Supply Chain and Logistics (SC&L) industry in the Kansas City region. The seminar exposes urban high school students to various career pathways in the industry and prepares them for entry into the field, engaging cohorts of carefully selected high school students in a SC&L certificate program. The program included career-exploration experiences for teachers and high school seniors; student application and interview process for students interested in pursuing SC&L; a two-week SC&L summer certification program provided by MCC, including Certified Logistics Associate, Forklift, and Soft Skills Training; and student interviews with industry partners for entry-level positions. The program delivered the following outcomes:

Increased student interest in the growing SC&L field:

- 70 students and 30 teachers participated in SC&L career-exploration experiences.
- 15 students enrolled in the SC&L certification program and took the CLA exam.
- Six students were offered employment in SC&L.

New partnerships were formed between SC&L companies and urban high schools:

- 24 SC&L professionals participated in Career Jumping events.
- Five SC&L companies hosted customized workplace tours.
- Five companies interviewed SC&L seminar students for entry-level positions)
- 15 companies participated in one or more components of the SC&L Seminar.

A new pathway was developed for high school graduates to enter the SC&L workforce:

- Three postsecondary institutions partnered with business leaders to develop the seminar.
- A customized certification program was developed for high-school graduates.

The SC&L pilot demonstrated the effectiveness of several strategies to increase awareness of and interest in SC&L careers. With the success of the initial pilot, the Seminar can be expanded to serve more students over time.



KC Accelerator focuses on increasing employment opportunities at the intersection of two industry clusters — advanced manufacturing and information technology. The project is funded by a Jobs and Innovation Accelerator Challenge grant from the U.S. Department of Commerce's Economic Development Administration, the U.S. Department of Labor's Employment and Training Administration, and the Small Business Administration.

The Mid-America Regional Council serves as the administrator of the KC Accelerator grant. Project partners include the University of Missouri-Kansas City's Innovation Center and KCSourcelink; the Full Employment Council; the Workforce Partnership; Metropolitan Community College; Johnson County Community College; Kansas City Area Development Council; KC SmartPort; and PREP-KC.

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