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SUMMIT

at **Castleton** Banquet & Conference Center

October 4, 2024

Morgan Stanley



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New Hampshire Advanced Manufacturing

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Message

from TONY

Good morning, and welcome to the 2024 Manufacturing Summit!

This past year has been exciting for manufacturing in the Granite State, with NH MEP playing a key role in that success. By maximizing our three-pillar foundation—Training, Supply Chain, and Workforce—we surpassed all expectations in 2024, igniting a new culture through collaboration with manufacturers, universities, community colleges, and CTE programs.

Building on this momentum, today's Summit will expand the possibilities and imagination of the entire business community. Whether you're new to manufacturing or deeply involved, this event will introduce you to manufacturing in ways you never expected, redefining what the industry means today. If you're part of it, you'll leave proud.

As you look around, you'll see the diversity of manufacturing in its people, products, and leadership. The old image of dark, dirty factories is gone. Today, manufacturing is about precision, innovation, teamwork, and cutting-edge technology, all working to enhance lives and ensure safety.

I want to personally thank you for attending today's Summit. We hope today's presentations leave you informed and inspired. Take time to network, meet our sponsors, and make the most of this opportunity. We're confident your time here will be well spent.

Thanks again,

Tony



Tony Fernandez
NH MEP
*Center Director /
President*



2024

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Agenda

Friday
October 4 | 2024

8:00–9:00 AM	Registration, Networking and Continental Breakfast
9:00–9:30 AM	Welcome Address: Tony Fernandez, <i>Center Director / President</i> , NH MEP Chris Pappas, <i>U. S. Congressman</i> Michael Skelton, <i>President and CEO</i> , BIA–Business and Industry Association of NH
9:30–9:35 AM	Introduction for Keynote #1: Joseph Verri, <i>Senior Vice President- Financial Advisor</i> , The 128 Group at Morgan Stanley
9:35–10:05 AM	Morning Keynote #1: Trends in Marketing and the Influence of AI Chris Ciunci, <i>Founder and Lead Trainer</i> , Skayle 360
10:05–10:25 AM	Q&A
10:25–11:05 AM	Networking break
11:05–11:10 AM	Introduction for Keynote #2: Tim Wade, <i>Regional President</i> , M&T Bank
11:10–11:40 AM	Morning Keynote #2: Women in Leadership Panel Moderator: Emily Benson, <i>Employee Success Officer</i> , Bensonwood Panelists: Amanda Grappone Osmer, <i>Chief Vision Officer</i> , Grappone Automotive Maria Proulx, <i>President</i> , Anthem Blue Cross and Blue Shield of NH
11:40 AM – 12:00 PM	Q&A
12:00–1:20 PM	Lunch & Networking

Agenda *continued*

1:20–1:25 PM	Introduction to Keynote #3: LCDR Joelle Schmitz, <i>U.S. Navy</i> , Maritime Industrial Base
1:25–1:55 PM	Afternoon Keynote #3: Manufacturing Innovation Ned Gordon, <i>Senior Business Leader</i> , Advanced Regenerative Manufacturing Institute (ARMI) and BioFab USA
1:55–2:20 PM	Q&A
2:20–2:35 PM	Wrap Up: Tony Fernandez thanks attendees, Summit Concludes

**Agenda is subject to change.*





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PNS is centrally located at the southernmost tip of Maine in downtown Kittery. Located about 1 hour from Boston Massachusetts, Portland Maine, and Manchester New Hampshire, PNS has something for everyone. In addition to its east coast location, the Portsmouth Naval Shipyard has a detachment in San Diego California.



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Our Speakers

Keynote

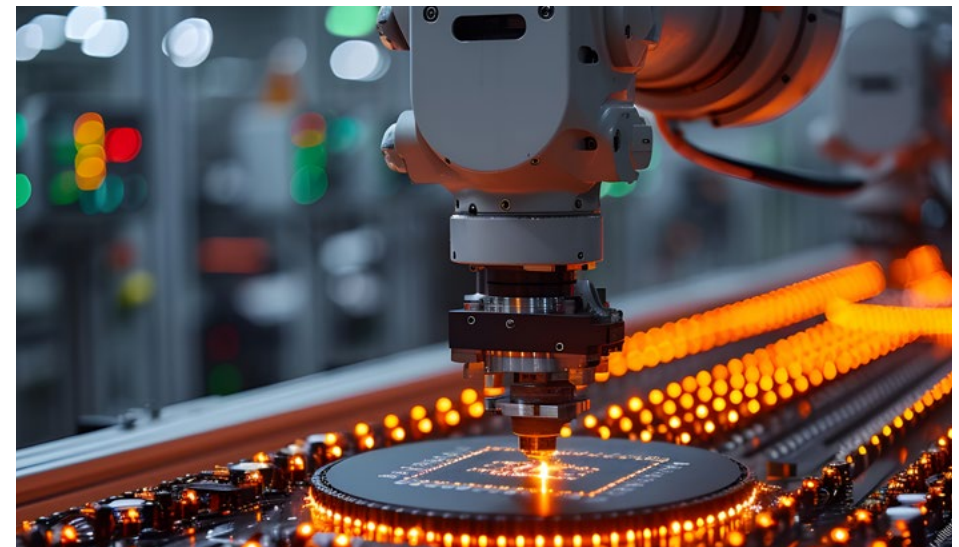


■ Morning Keynote Address

Chris Ciunci

*Founder and Lead Trainer
Skayle360*

Chris is a seasoned entrepreneur, leader, marketer, and published author with over 25 years of experience in developing and implementing growth strategies for hundreds of small and mid-size companies. Attendees will gain invaluable insights into the latest trends in marketing, the evolving business landscape, and actionable strategies to enhance growth and brand presence.





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Our Speakers

Keynote

■ Women in Leadership Panel

This dynamic panel discussion will feature successful women leaders from various industries. The panelists will share their personal journeys, challenges they've overcome, and strategies they've employed to rise to leadership roles.



MODERATOR:

Emily Benson, Employee Success Officer ■ Bensonwood

Emily serves as the Employee Success Officer at Bensonwood, a company known for its innovative approach to sustainable building. In her role, Emily is responsible for fostering a positive workplace culture, supporting employee development, and aligning human resources initiatives with the company's overall strategic goals. Her leadership focuses on enhancing employee engagement, retention, and career growth while promoting a collaborative and welcoming environment.



Amanda Grappone Osmer, Chief Vision Officer ■ Grappone Automotive

Amanda is the fourth generation of her family to own and help operate Grappone Automotive, established by her great-grandparents as a single gas station in 1924. Today Grappone represents five new car manufacturers with sales, service, and retail and wholesale parts departments. They employ about 375 Team Members and are located in Bow, NH.



Maria Proulx, President ■ Anthem Blue Cross and Blue Shield in NH

Maria has 17 years of diverse experience in the healthcare industry. She started at Anthem in 2007 as a lead contractor in Anthem's Provider Engagement and Contracting area and has held a variety of leadership positions at Anthem since then, including Director of Regulatory Compliance for Anthem's plans in New Hampshire and Maine, Associate General Counsel for New Hampshire, Staff Vice President of Strategy – East Region and National Provider Solutions, and Staff Vice President of Strategic Initiatives & Large Group Segment Leader. She also served as Vice President of Segment Solutions at Anthem, where she led a team focused on delivering market-leading integrated product and technology solutions spanning areas including clinical health and wellness, digital engagement, spending account solutions, network and cost of care, sales development, and business intelligence.

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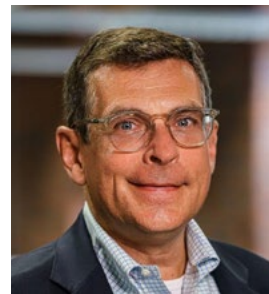
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Our Speakers

Keynote



■ Afternoon Keynote Address

Ned Gordon

Senior Business Leader

**Advanced Regenerative Manufacturing
Institute (ARMI)**

Ned will share his insights into the future of biofabrication. With extensive experience in the pharmaceutical, medical device, and life sciences industries, Ned will provide a unique perspective on the innovations shaping regenerative manufacturing. Discover how ARMI is revolutionizing the way we approach regenerative medicine and manufacturing. *Q&A Session to follow.*



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Workforce Development Room

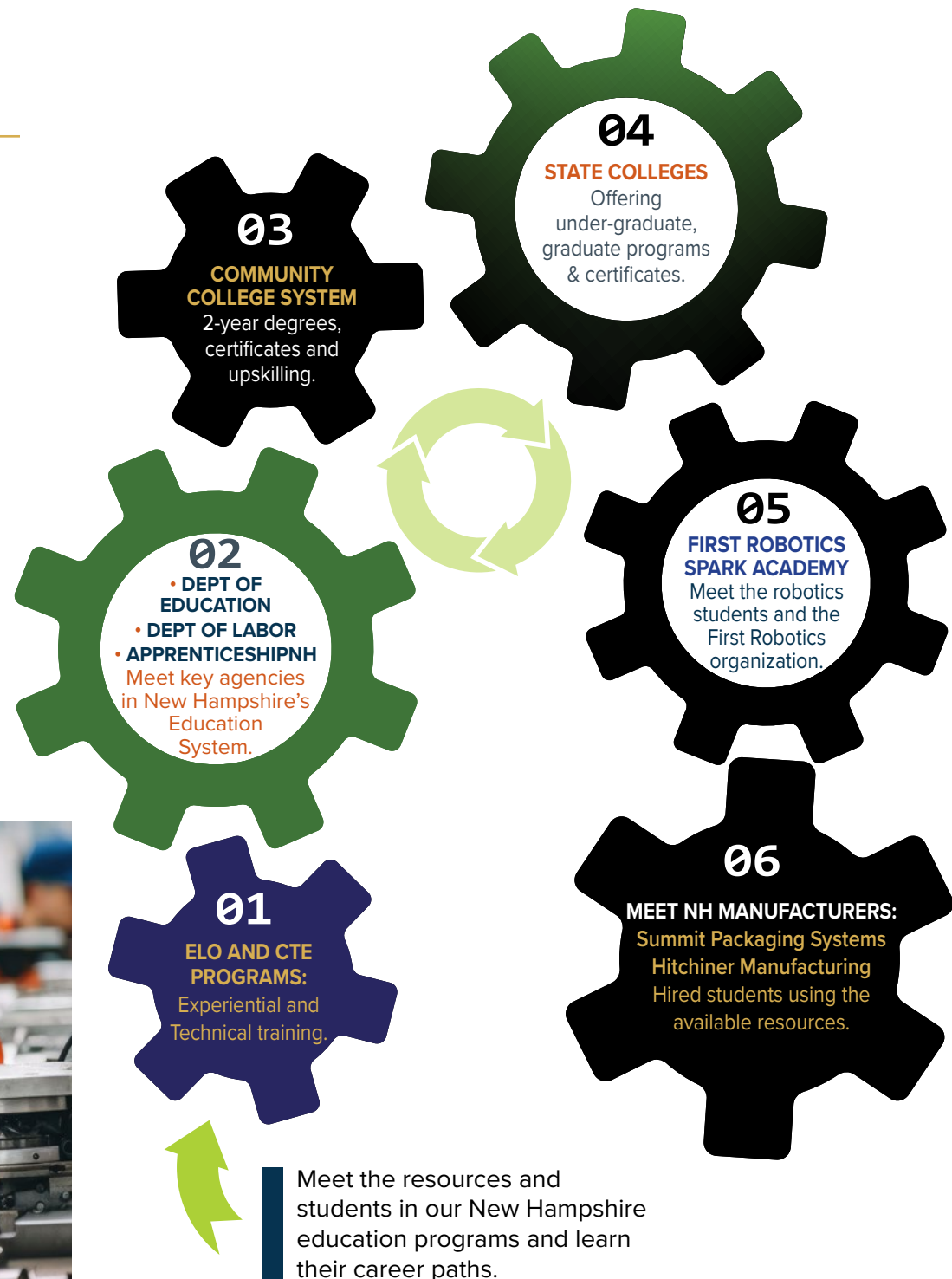
Visit the Workforce Room to explore the current landscape of Advanced Manufacturing training and career opportunities in New Hampshire.

Meet high school educators running ELO and CTE programs that offer students internships, work shadowing, and hands-on learning in robotics, automation, and software. Learn how your company can support these efforts, build relationships, and help shape curriculum.

You'll also connect with representatives from 2- and 4-year colleges offering certificates, degrees, and boot camps in critical manufacturing skills. Engage with students and instructors, provide advice, and even recruit future employees while they train.

The Department of Labor and Department of Education will be present to guide employers on work-based learning, including internship and apprenticeship rules. ApprenticeshipNH will discuss opportunities for manufacturers to hire from community colleges or create new apprenticeship programs.

Manufacturers who've successfully hired from these training programs will share their experiences, offering insights on building a strong workforce pipeline in the state.



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Facts

about manufacturing in New Hampshire

01. In 2022, an average of 69,946 workers were employed in the manufacturing sector, the third largest number of workers among all industries.
 - Only two sectors employed more workers: health care and social assistance with 92,146 workers, and retail trade with 89,046 workers.
 - Although manufacturing employment increased in 2022, it remained approximately 1,500 workers below 2019 employment.
02. Manufacturing accounted for 11.9 percent of total private (non-government) employment in New Hampshire.
03. The 2022 private sector share of manufacturing workers in New Hampshire moved ahead of North Carolina for 16th highest among all states in the U.S. and was higher than the national average of 9.9 percent.
04. Manufacturing workers were paid an average of \$1,248 per week in 2022.¹ The average weekly wage for all privately employed workers was \$1,103.
 - Manufacturing workers worked an average of 40.1 hours per week in 2022, compared to 33.8 hours for total private employment.
05. Of the 40,197 New Hampshire online job ads posted between July and August 2023, 3,394 were for positions in the manufacturing sector.² This accounted for 8.4 percent of total job postings for the period.
 - 269 job ads were for computer and mathematical occupations (eight percent)
 - 507 job ads were for production occupations (15 percent)
 - 414 job ads were for management occupations (12 percent)
 - 419 job ads were for architecture and engineering occupations (12 percent)
 - 315 job ads were for sales and related operations occupations (nine percent)
06. Workers in New Hampshire manufacturing sector jobs are less likely to leave their job after hire. The turnover rate in manufacturing, indicating the portion of workers that are new in the industry, was about 59 percent of the rate for workers in all industries.

¹ Source: Current Employment Statistics, Annual Average 2022, Not Seasonally Adjusted

² Source: Lightcast™ Developer, 2023

Economic and Labor Market Information Bureau www.nhes.nh.gov/elmi
New Hampshire Employment Security October 2023

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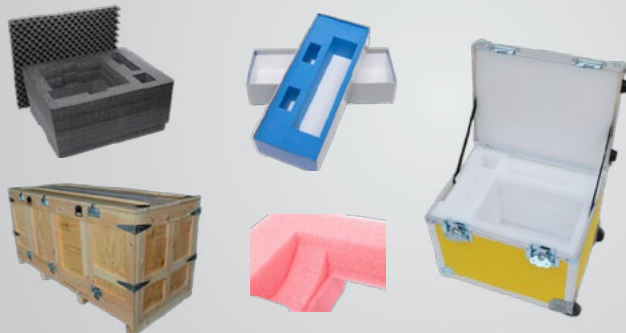
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**NOVEMBER 15
2024**

PURPOSE

To celebrate and inspire a passion for skilled trades and to grow NH's skilled trade workforce.

LOCATION

NHTI-Concord's Community College 31 College Drive, Concord, NH 03301

IMPACT

\$50,000 in scholarships will be awarded at the event to NH applicants looking to be part of the skilled trades.

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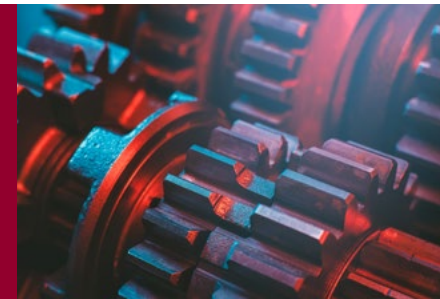
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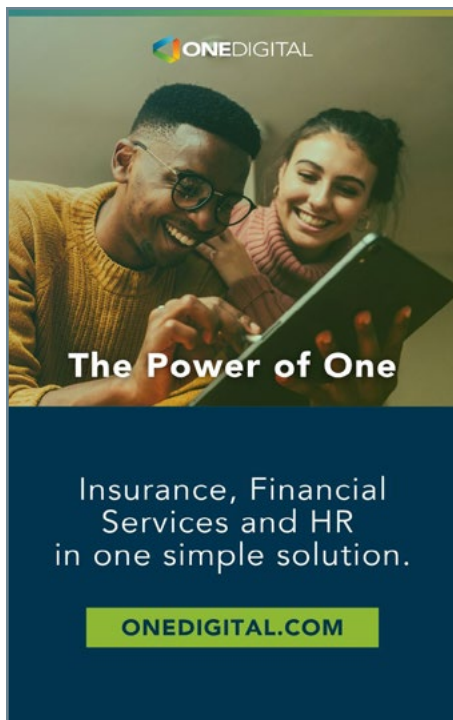


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