



City of Phoenix

Hello,

I am contacting you to let you know about a manufacturing industry partnership opportunity that will make a positive impact on the manufacturing sector in the greater Phoenix area. I am personally advocating for the partnership because I know as a manufacturer how critical it is that we better connect together as manufacturers in the Valley, and that we get better coordinated support from non-employer partners. The partnership is being co-sponsored by a collaborative group of private and public organizations that have joined together to facilitate the growth of our region's manufacturing industry.

The November 6th meeting is intended to "launch" a public-private partnership focused on manufacturing for the greater Phoenix area. This stems from the realization that manufacturing in our area is a critical driver of our economy. We want to find ways to collaboratively leverage the growth opportunities for our industry.

We are modeling our partnership after successful sector partnerships around the state and across the country. Sector partnerships can be a place for companies to collectively address issues related to competitiveness and growth; a single table at which to work with multiple public programs; and an opportunity to help create solutions to pressing issues. They are among the few initiatives with evidence showing benefits to companies and firms, as well as workers and jobseekers. Companies report increased networking power within their cluster, increased productivity, reduced turnover, and even new product lines or innovative business ideas.

The anticipated outcome for the Launch is to come away with industry- determined priorities for action and formation of teams to pursue these priorities with community partners. Industry leaders will determine the priorities and champion the teams. Community partners such as workforce development, education, economic development, and others will be there too. They will be in "listening" mode. I know they will appreciate hearing and better understanding the growth opportunities, and needed actions to leverage those opportunities, directly from you.

This partnership will be all about action. We anticipate that issues such as suppliers, workforce and access to markets may be targeted, but hope an array of other priorities will emerge. We expect to come out of the meeting with an industry- stakeholder team ready to collaborate on next steps. None of this can happen without industry input. The November 6th meeting will be a 2- hour commitment, from 11:30am to 1:30pm at the Phoenix Business & Workforce Development Center. We realize this is a big ask. We think this is a big opportunity. We hope you join us.

Contact me to discuss further and to let me know if you can attend. Or RSVP directly to Terry McAvoy at terry.mcavoy@phoenix.gov.

Warm regards,

				
Dante Fierros Arizona Manufacturing Partnership Board Member National Association of Manufacturers	Mark Dobbins Senior Vice President Sumco Board Member National Association of Manufacturers	Lucy Mailloux Board Member Phoenix Business & Workforce Development Board HR Manager Northstar Aerospace	Jim Godfrey Board Member Maricopa Workforce Connection	David Lair President -ATMA VP/GM Dynamic Machine & Fabrication Corporation