



New York State Manufacturers Study

December 9, 2021

Siena College Research Institute | Dr. Don Levy

Manufacturers Survey



Survey dates were:
7/27/21 - 10/25/21



n = 332 New York
State Manufacturers



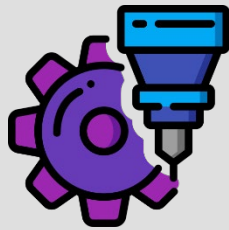
Web and Mail

Responding Businesses

Consumer
products



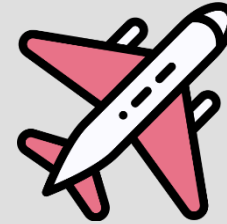
Industrial
equipment



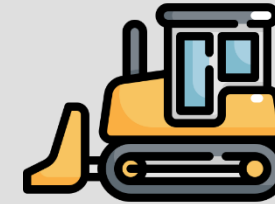
Food and
beverage



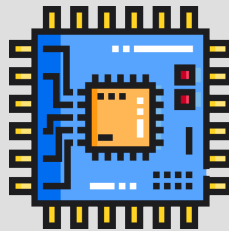
Aerospace
and aviation



Construction
equipment



Electronics



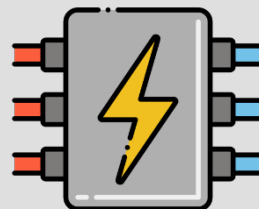
Medical
equipment



Transportation



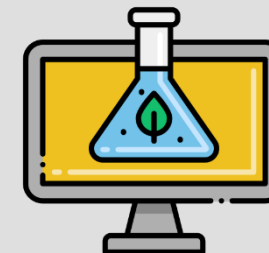
Power
and energy



Oil, gas, mining,
and chemical



Biotech and
biopharma

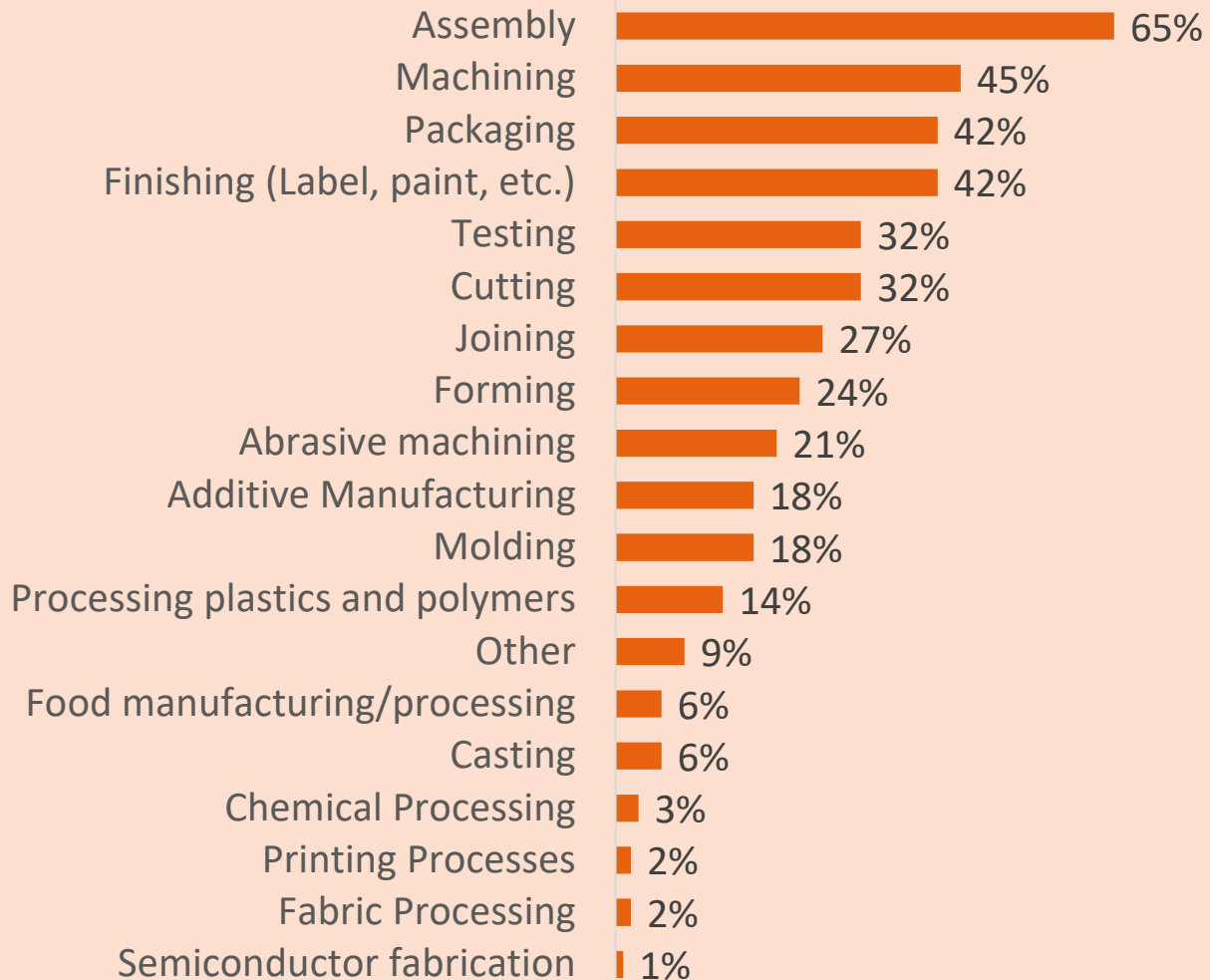


Other

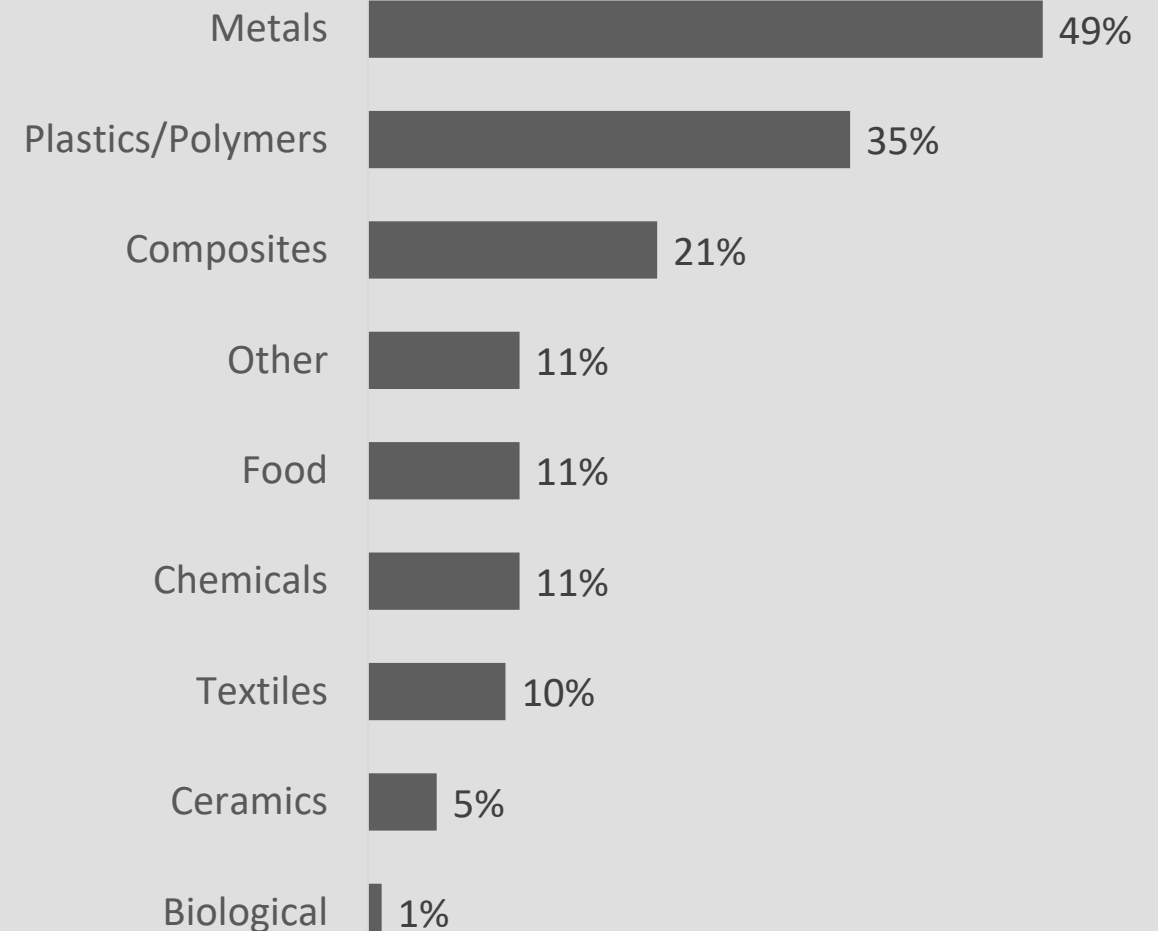


Manufacturing Capabilities

What “in-house” manufacturing capabilities does your organization possess within your NYS locations?



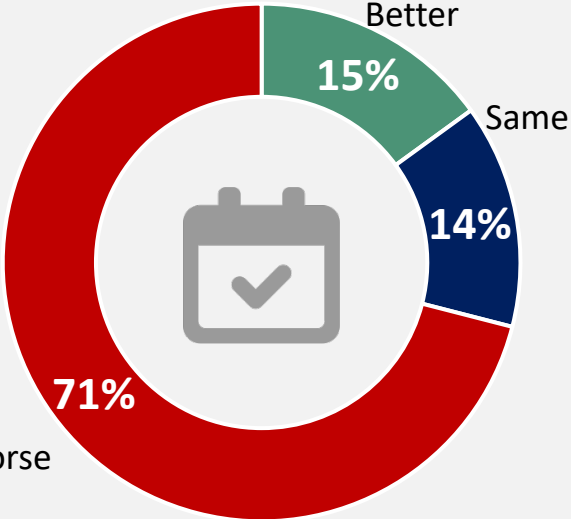
What primary materials does your company process?



Manufacturer's Sentiment

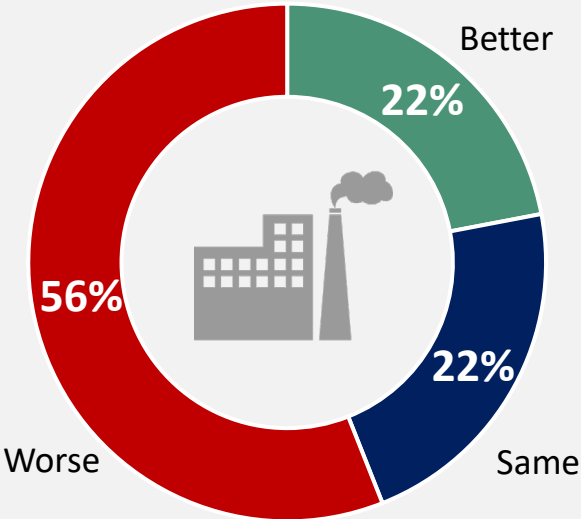
Current

As you think about the current business or economic conditions in New York State as compared to before the pandemic, would you say they are considerably better, a little better, about the same, a little worse, or considerably worse?



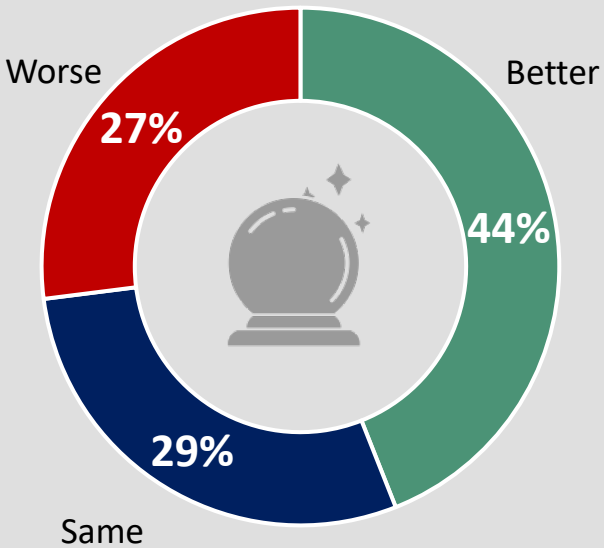
Current

Now thinking specifically about your industry, how would you describe the current business or economic conditions in New York State as compared with before the pandemic?



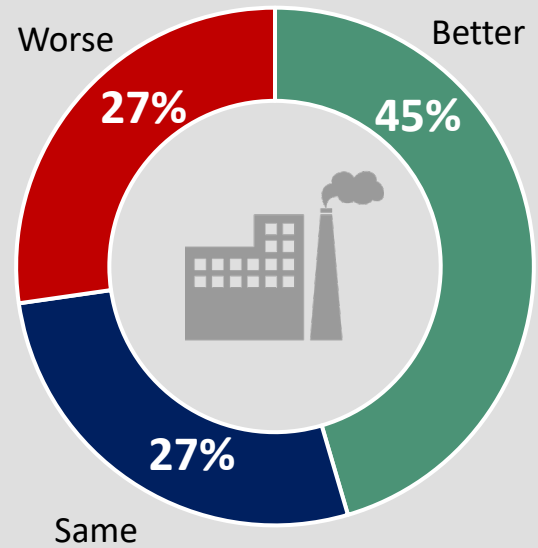
Future

Looking forward from today through the next 12 months, how would you describe your expectations for the economy in New York State?

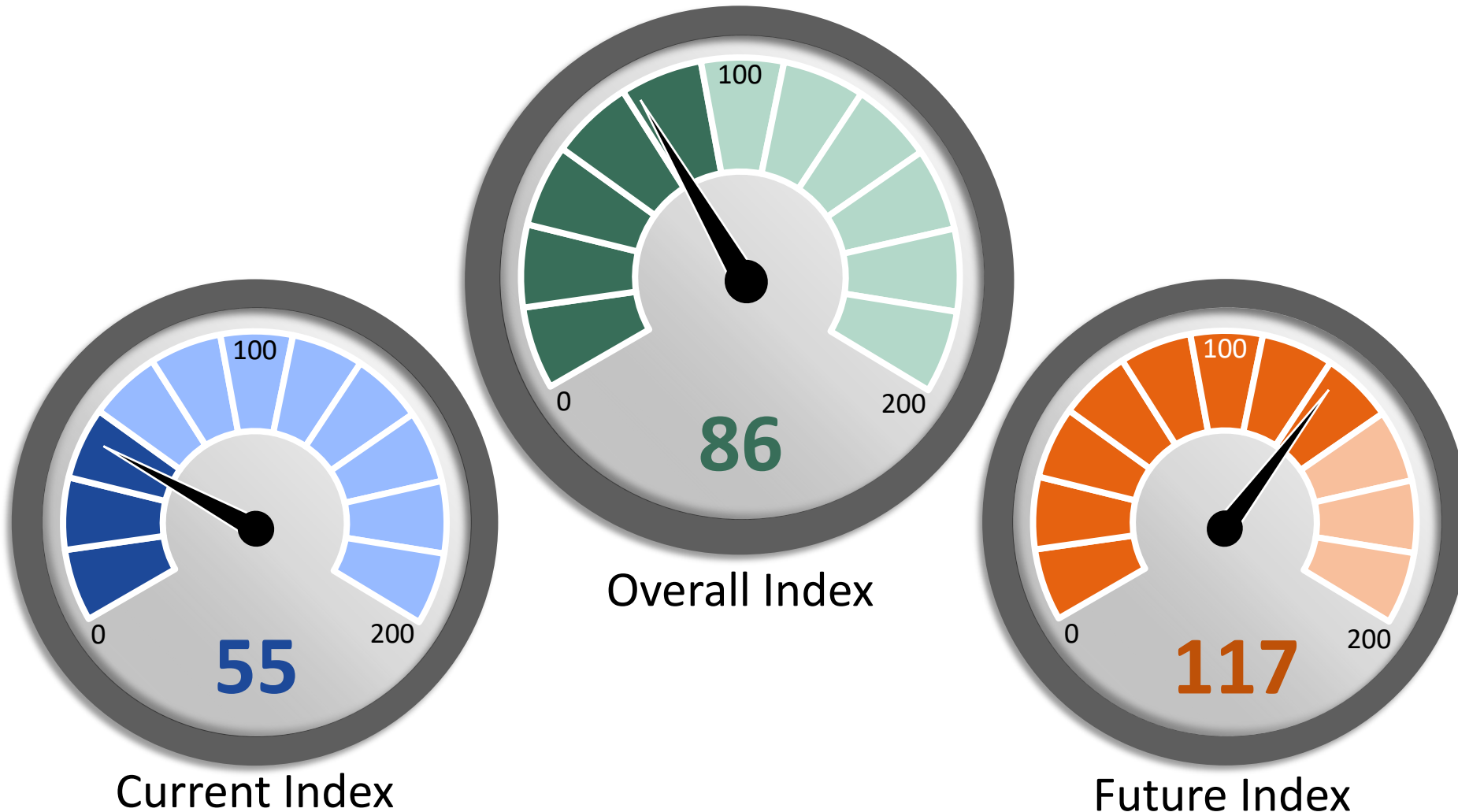


Future

And looking forward from today through the next 12 months, how would you describe your expectations for your industry here in New York?



NYS Manufacturer Index



NYS Manufacturer Index



Score of 100:

Is a breakeven point of **equal** optimism and pessimism.



Score above 100:

This score indicates greater positivity or **optimism**.

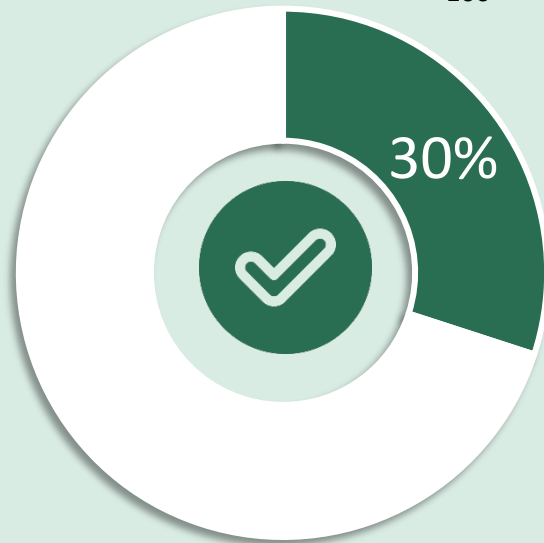
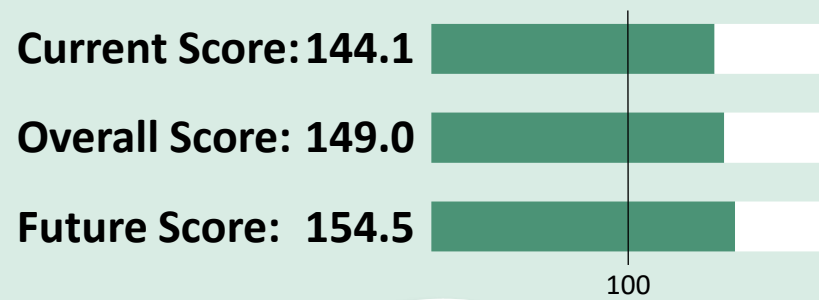


Score below 100:

This score indicates greater negativity or **pessimism**.

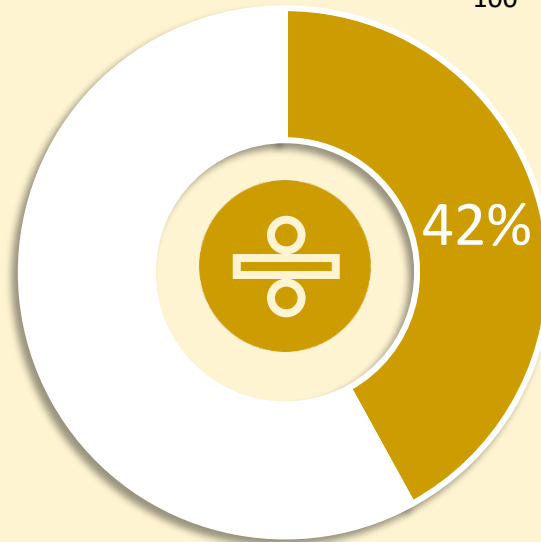
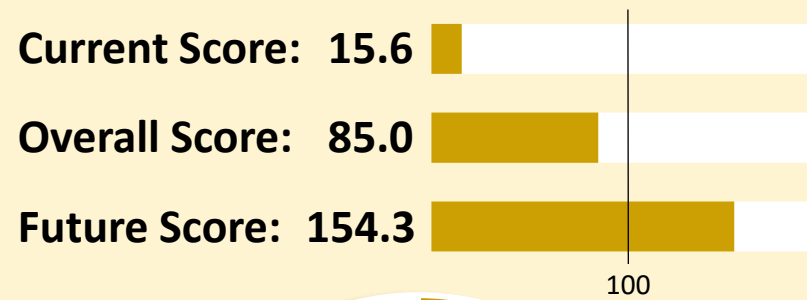
Cluster Analysis: Three Groups

Highly Positive



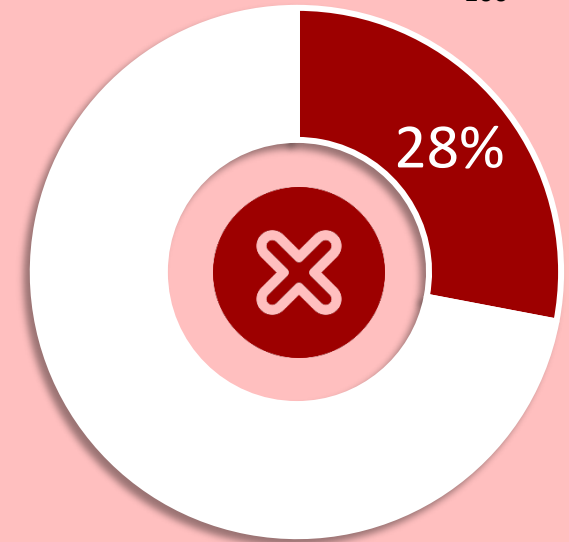
This group recovered from the worst of the pandemic and expect economic conditions to continue to improve.

Moderate



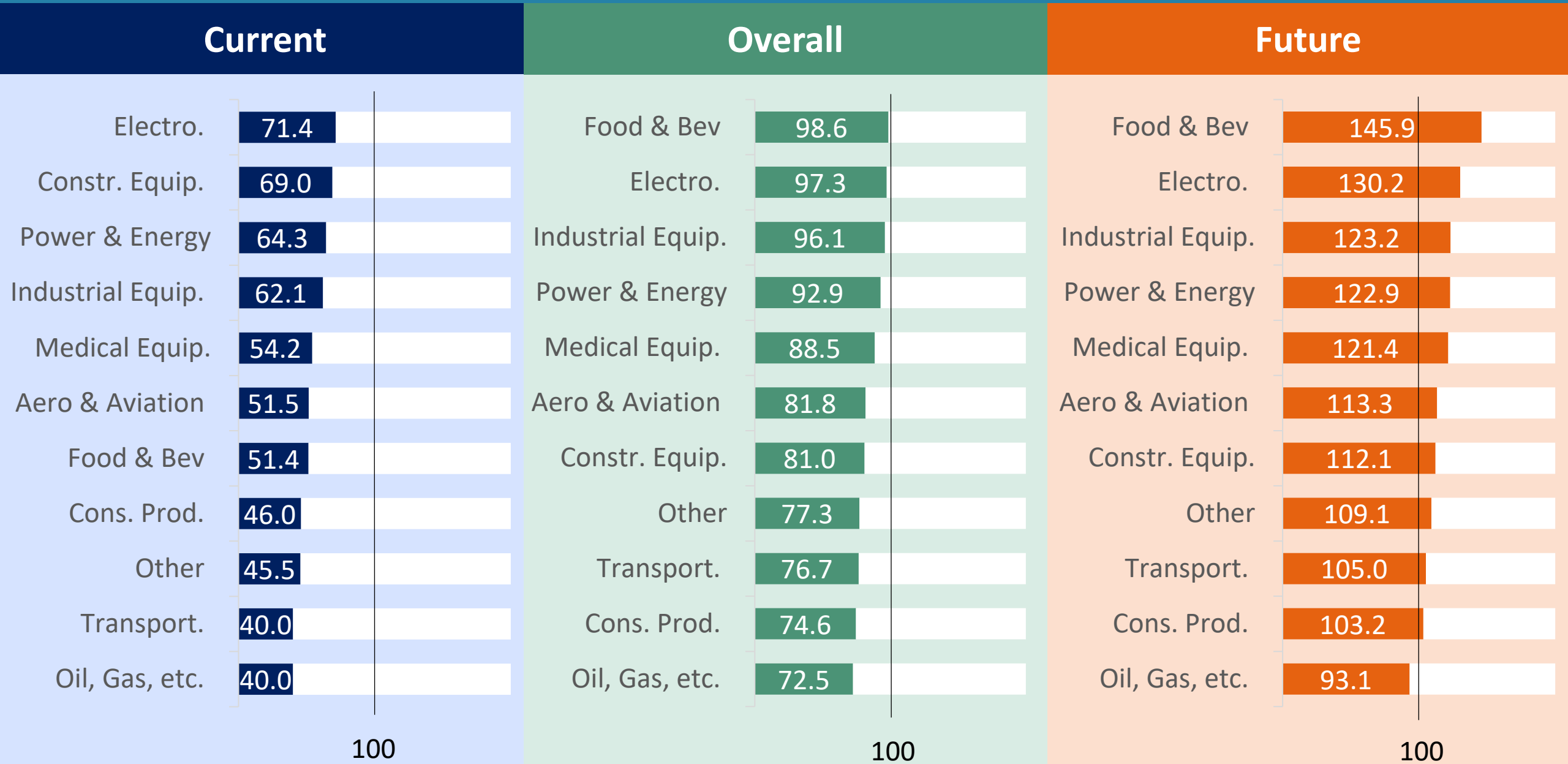
This group is highly positive about the future but have experienced a dramatic downturn that they have as yet not recovered from.

Highly Negative

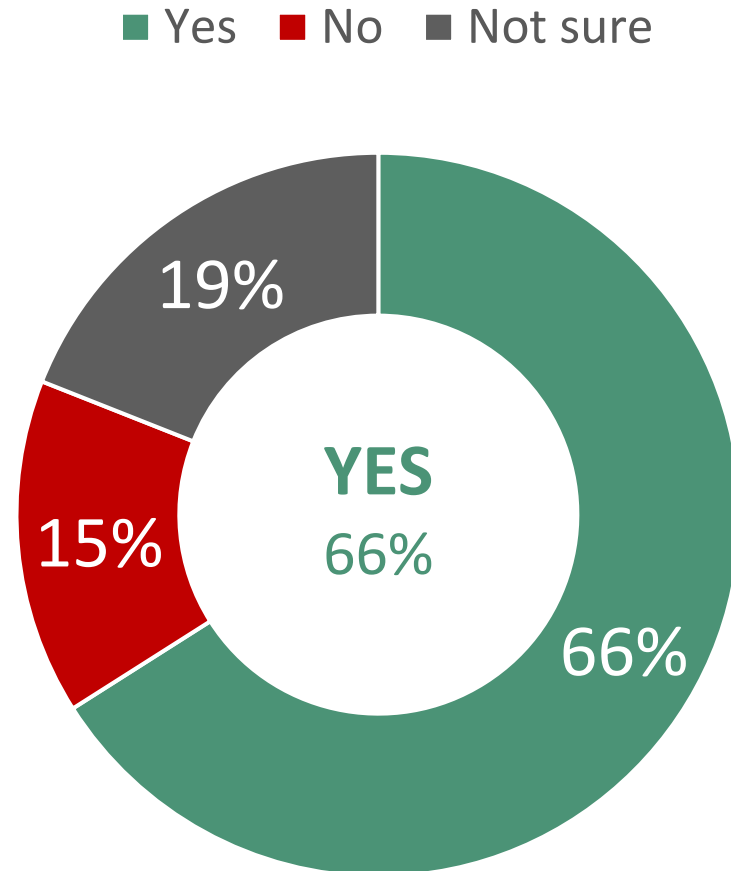


This group has not recovered from the downturn but unfortunately, they do not expect the economy to recover over the next 12 months.

Confidence by Industry



Do you intend to invest in the next 12 months in any fixed assets for your company designed to meet growing demand, reduce costs or enhance productivity?



Greatest Intent to Invest

Food and
beverage



84%

Medical
equipment



83%

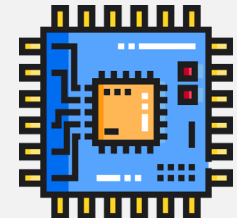
Lowest Intent to Invest

Industrial
equipment



53%

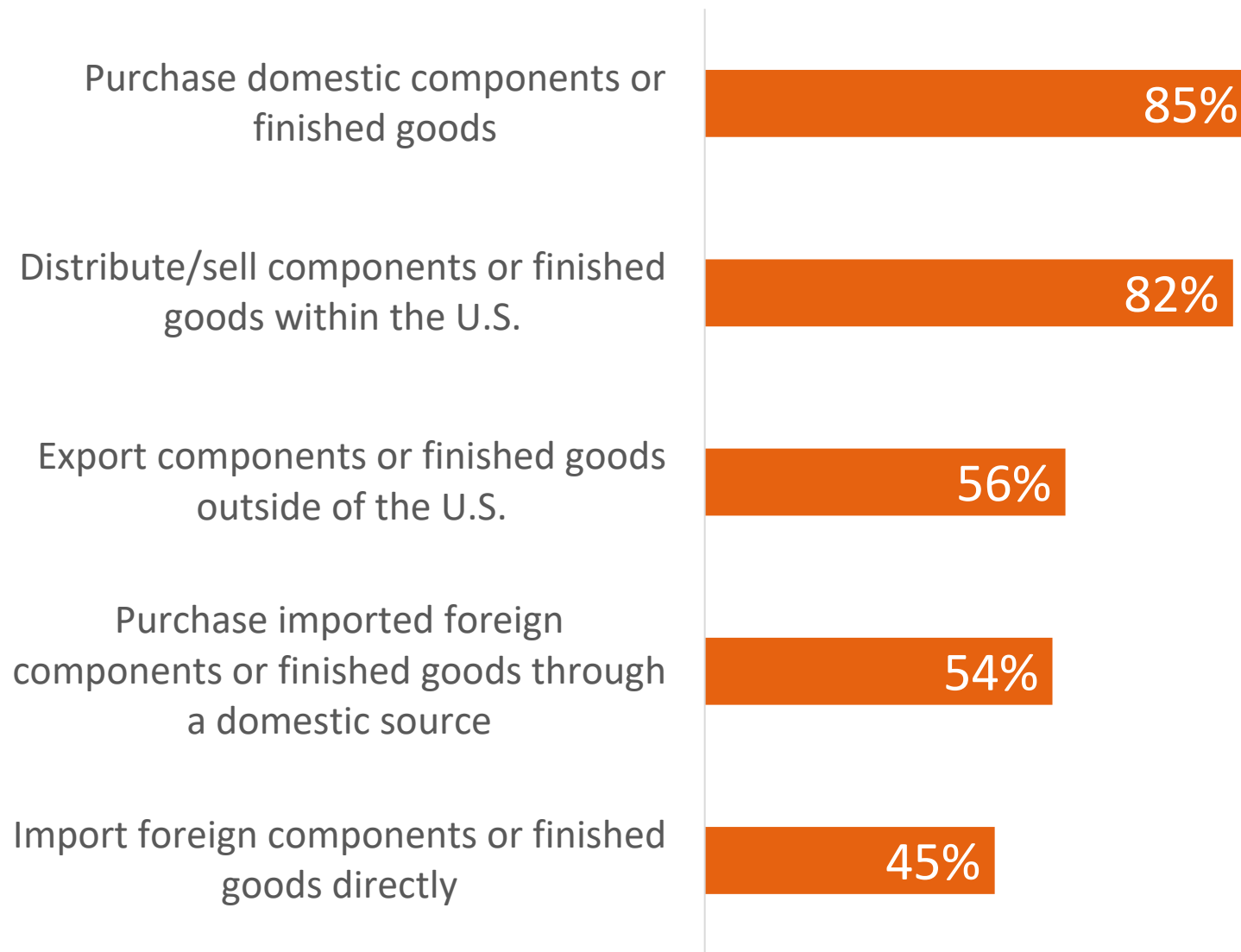
Electronics



54%

Foreign Goods or Components

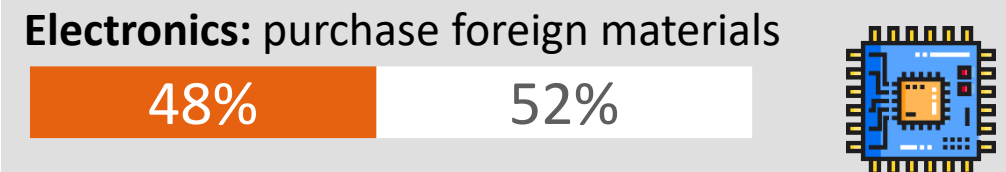
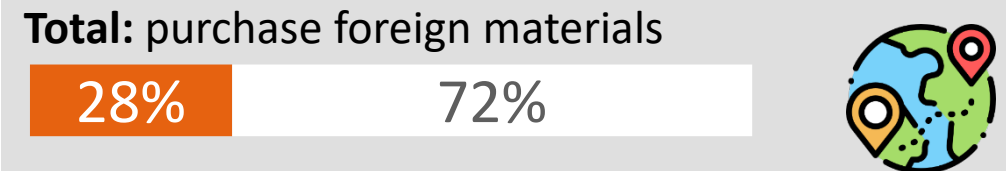
Thinking about your position in the supply chain that you participate in, please indicate whether you do each of the following



87% either import goods directly from foreign source or purchase imported foreign components:

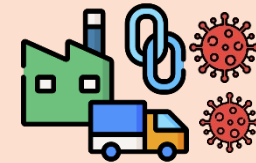
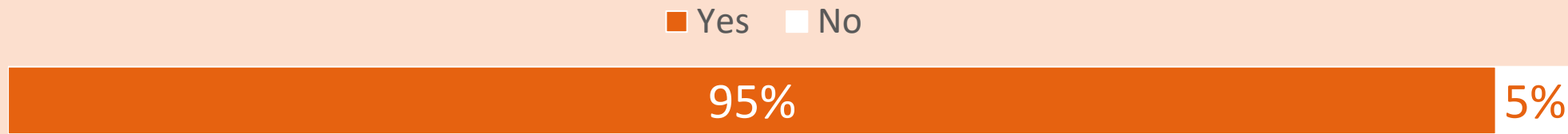


Only 28% of materials and components purchases originate outside the US

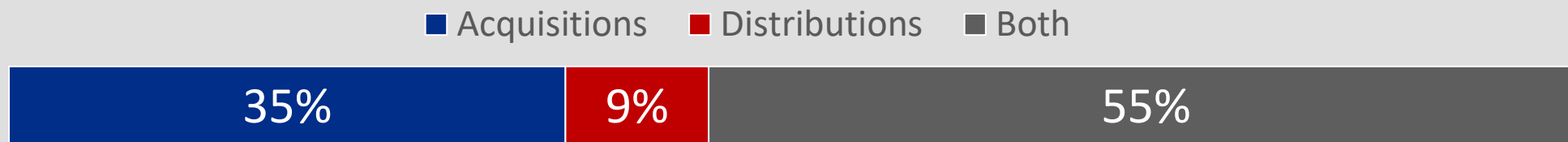


Supply Chain Disruption

Have you experienced any disruptions in your supply chain since the start of the pandemic?



Were those disruptions in acquisitions, distributions or both?



Were the disruptions to ACQUISITIONS outside of the U.S., within the U.S., or both?



Were the disruptions to DISTRIBUTIONS outside of the U.S., within the U.S., or both?



How significant an impact did the disruption(s) to your ACQUISITIONS have on your business?

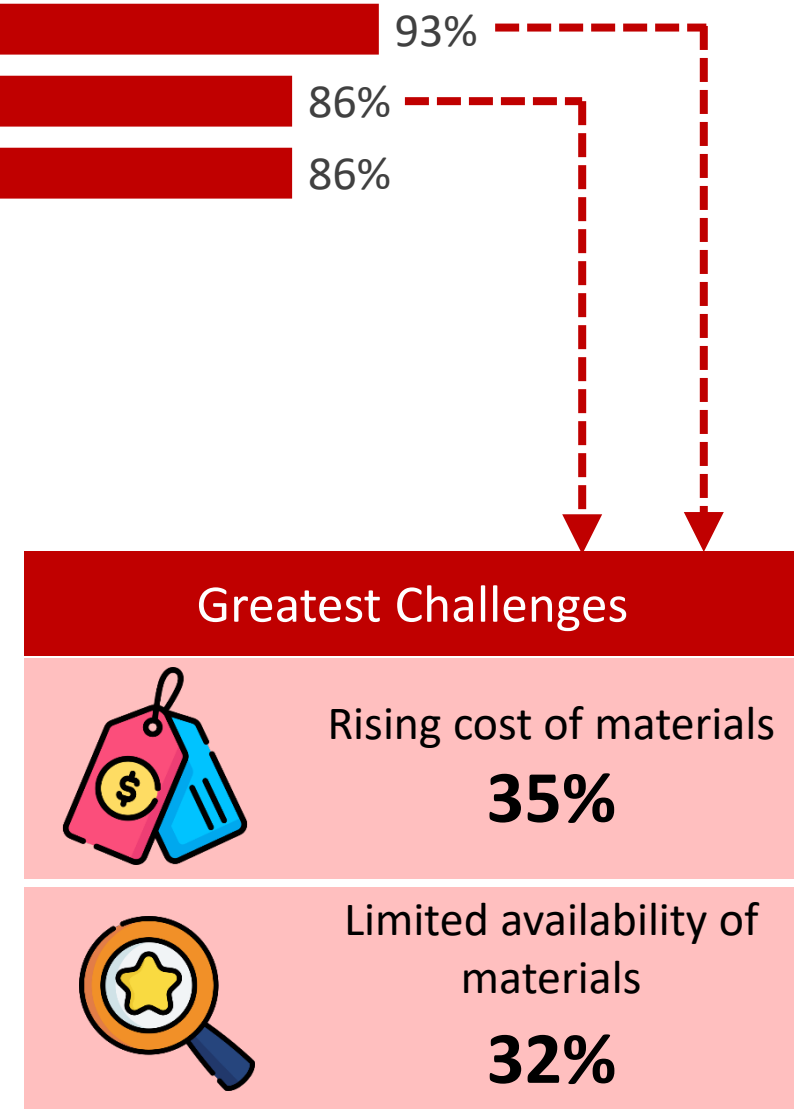
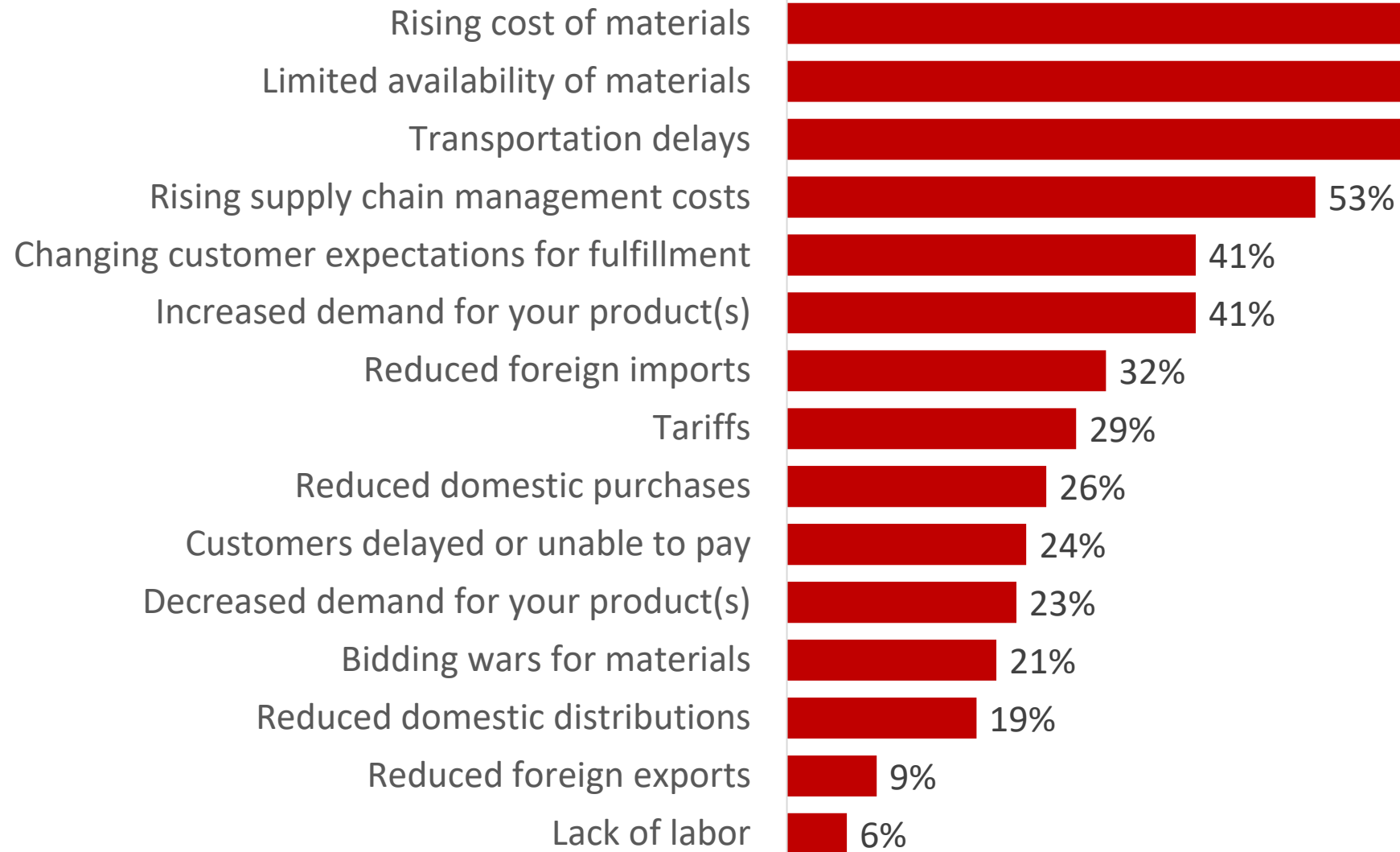


How significant an impact did the disruption(s) to your DISTRIBUTIONS have on your business?



Challenges in Supply Chain

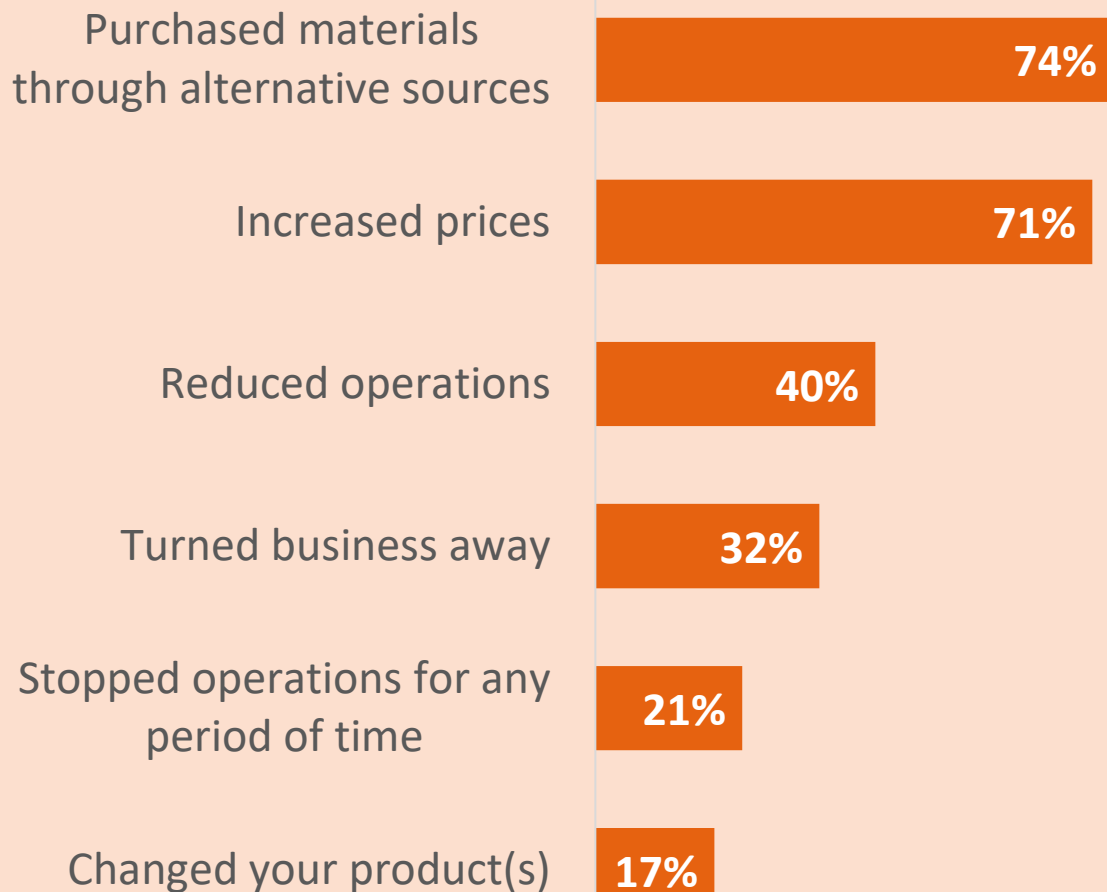
Which, if any, of the following are challenges you have faced with your supply chain since the start of the pandemic?



Response to Disruptions

Have you experienced any of the following due to disruptions in your supply chain since the start of the pandemic:

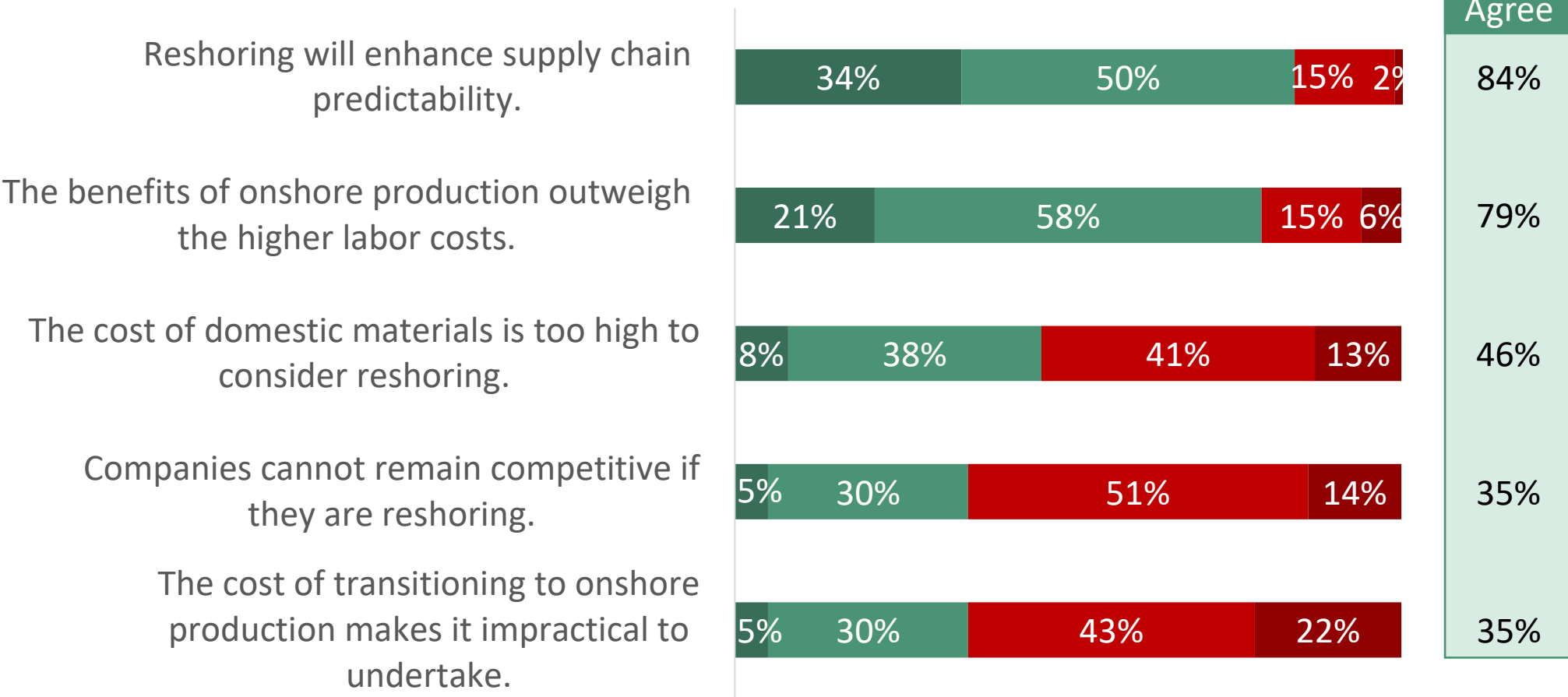
Which, if any, are true of the materials you purchased through alternative sources?



Beliefs About Reshoring

Supply chain disruptions during the pandemic have led to increased discussions on reshoring, or returning the production and manufacturing of goods back to the US. To what extent do you agree or disagree with the following statements about reshoring?

■ Completely agree ■ Somewhat agree
■ Somewhat disagree ■ Completely disagree



Reshoring Favorability

A majority favor and are open to reshoring.

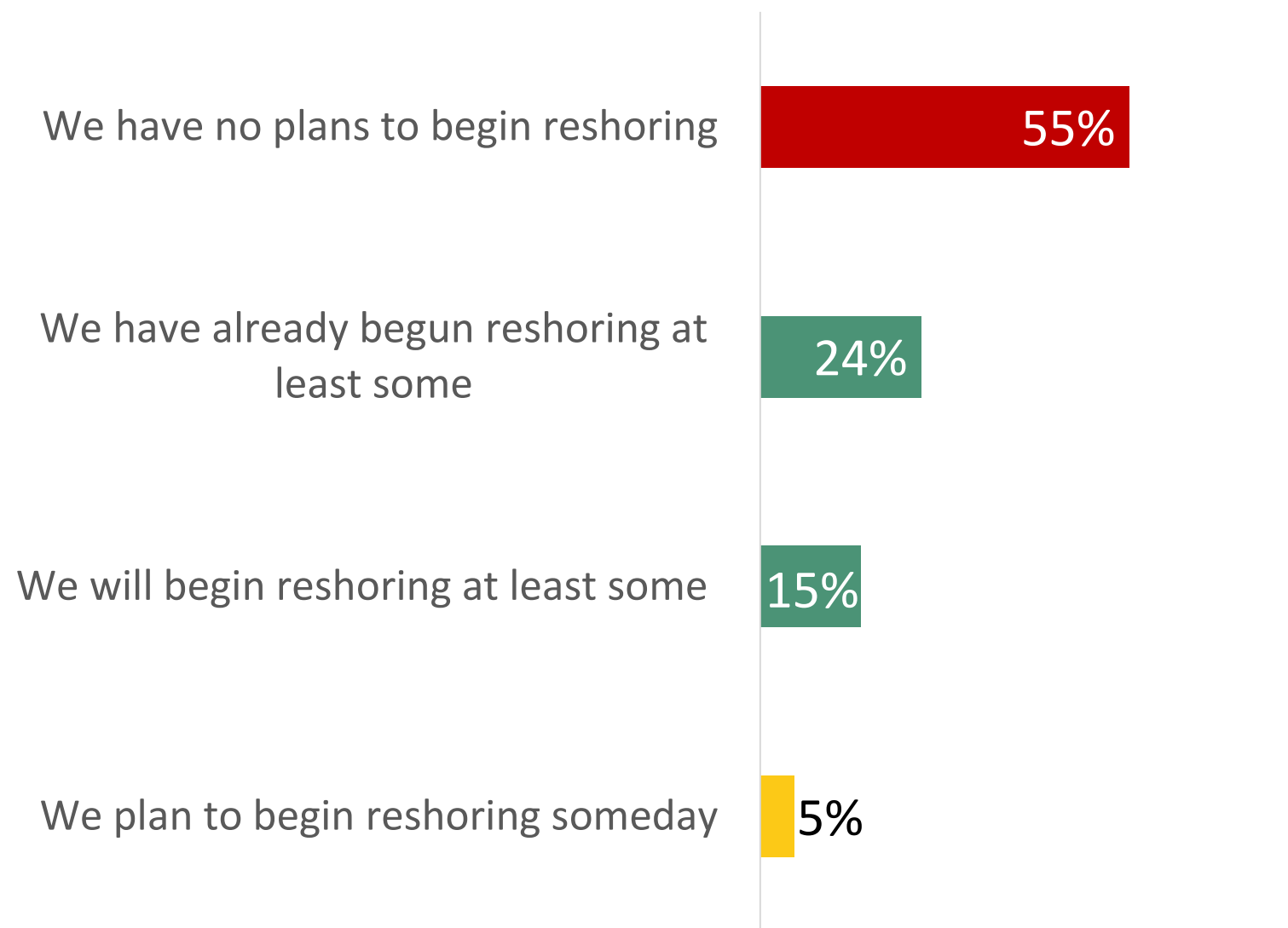


About 35% are either concerned or not ready to be involved in reshoring.

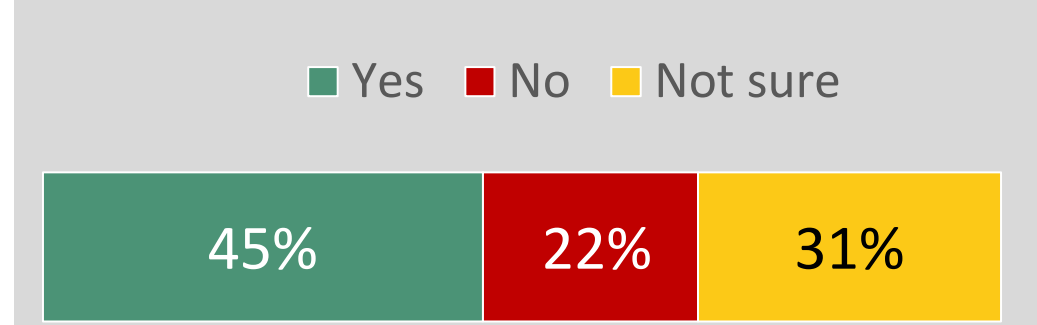


Plans for Reshoring

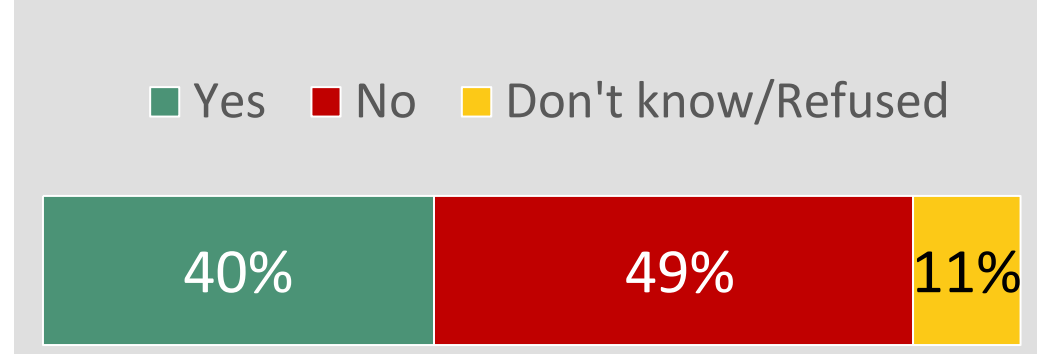
Which of the following is true for your company?



Do you intend to invest in reshoring or strengthening your supply chain between today through the end of 2022?

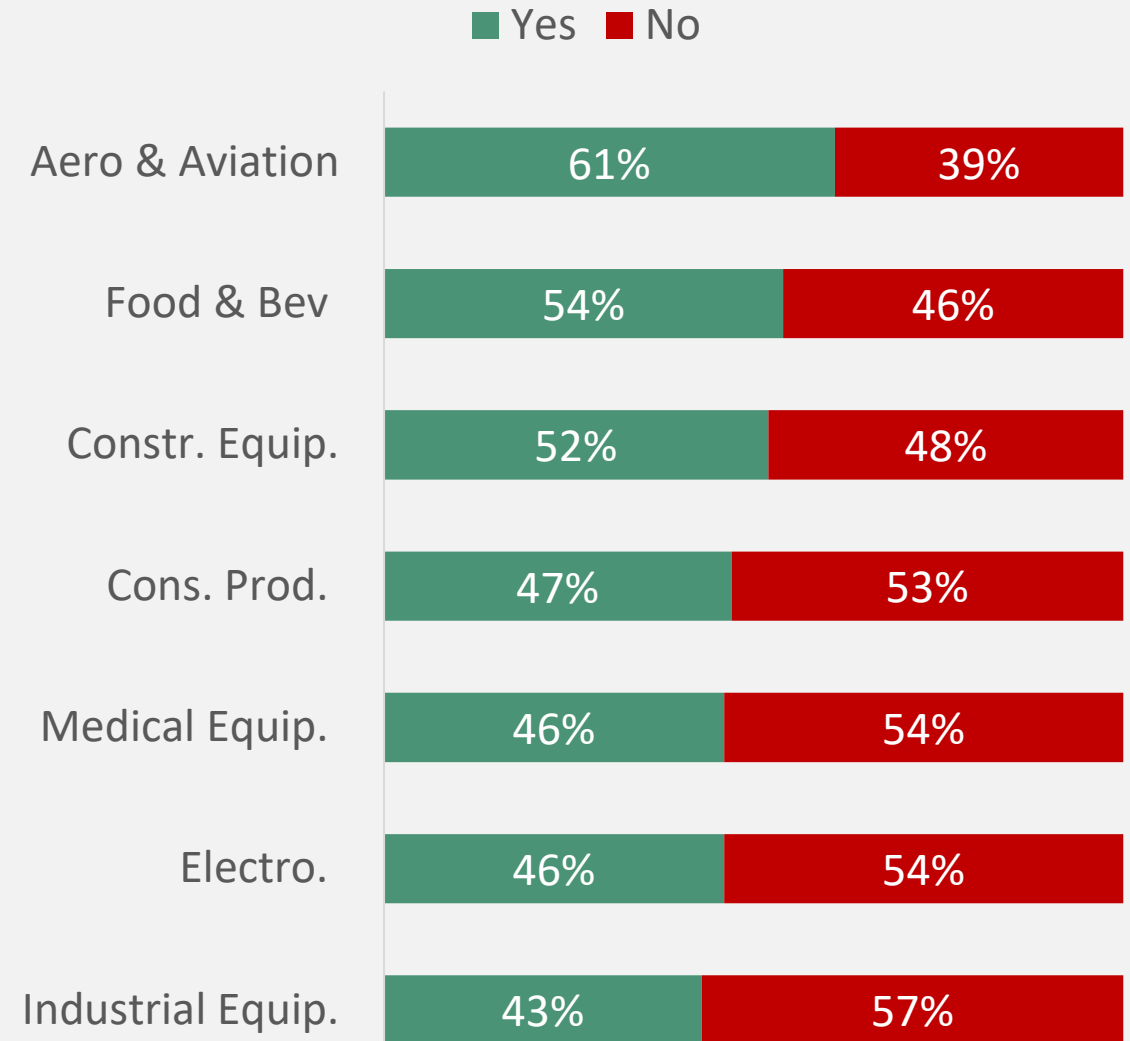
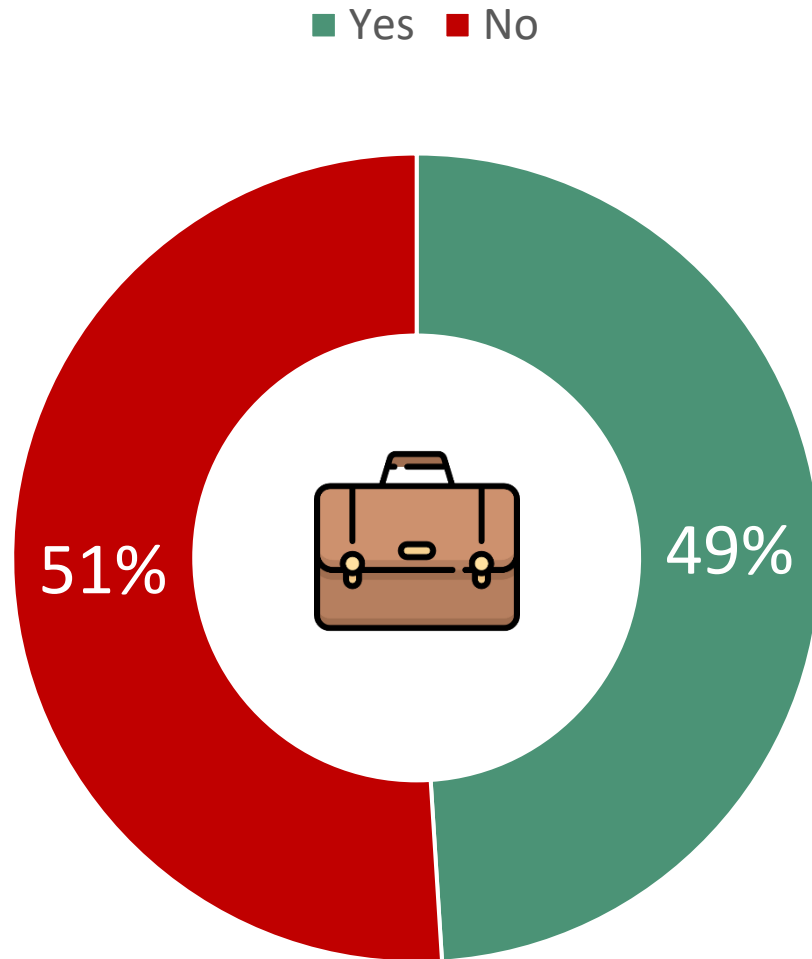


Are you interested in learning more about reshoring and supply chain opportunities?



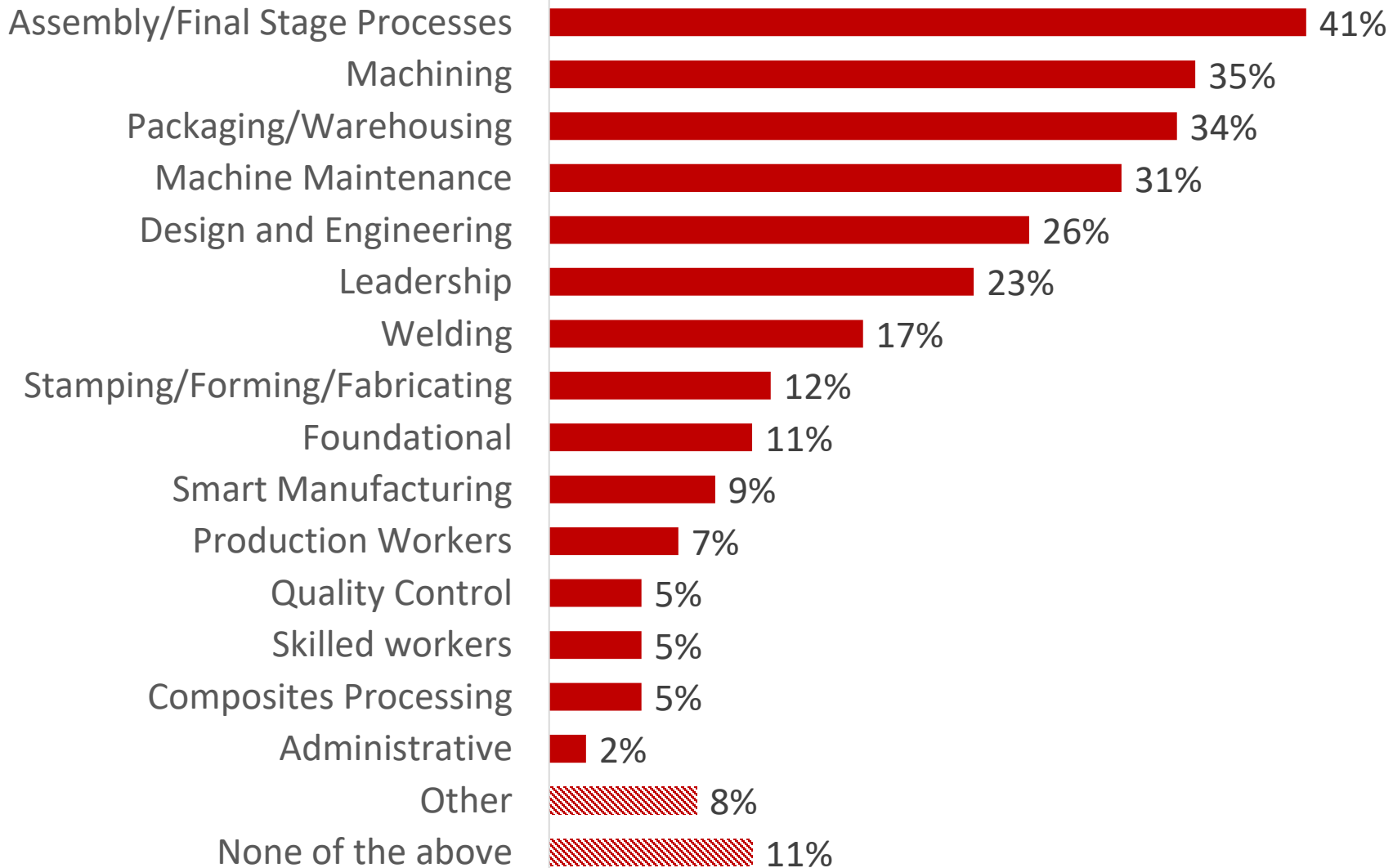
Staffing Challenges

Have you had to turn business away in the past year because you were unable to hire the necessary skilled staff to keep up?

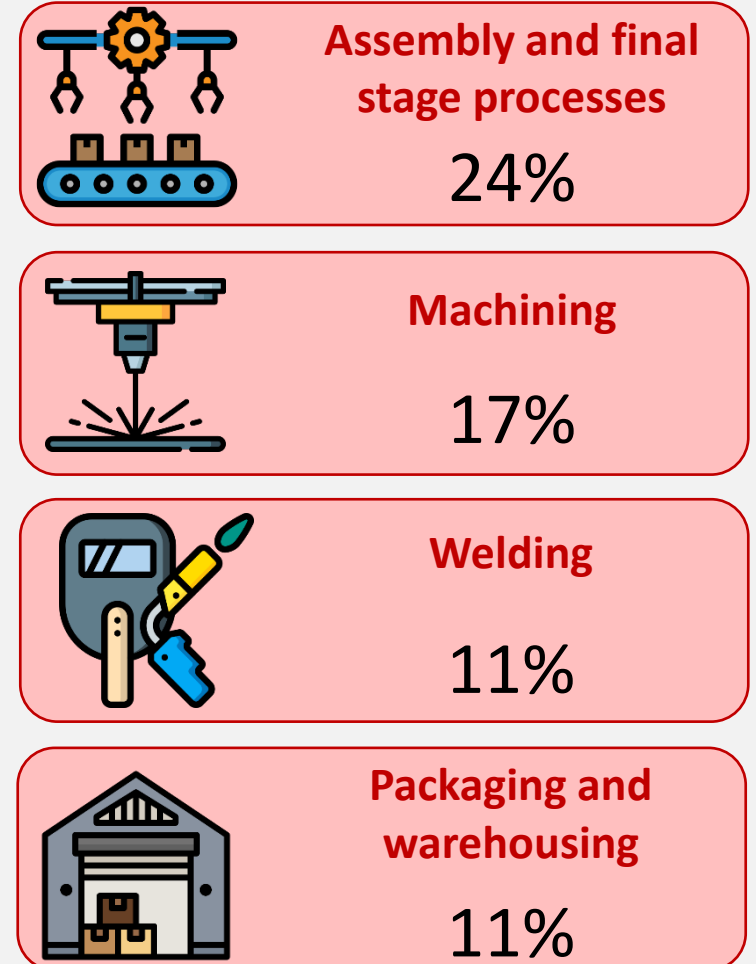


Needed Employee Positions

In which, if any, of the following functional areas are you struggling to fill positions?

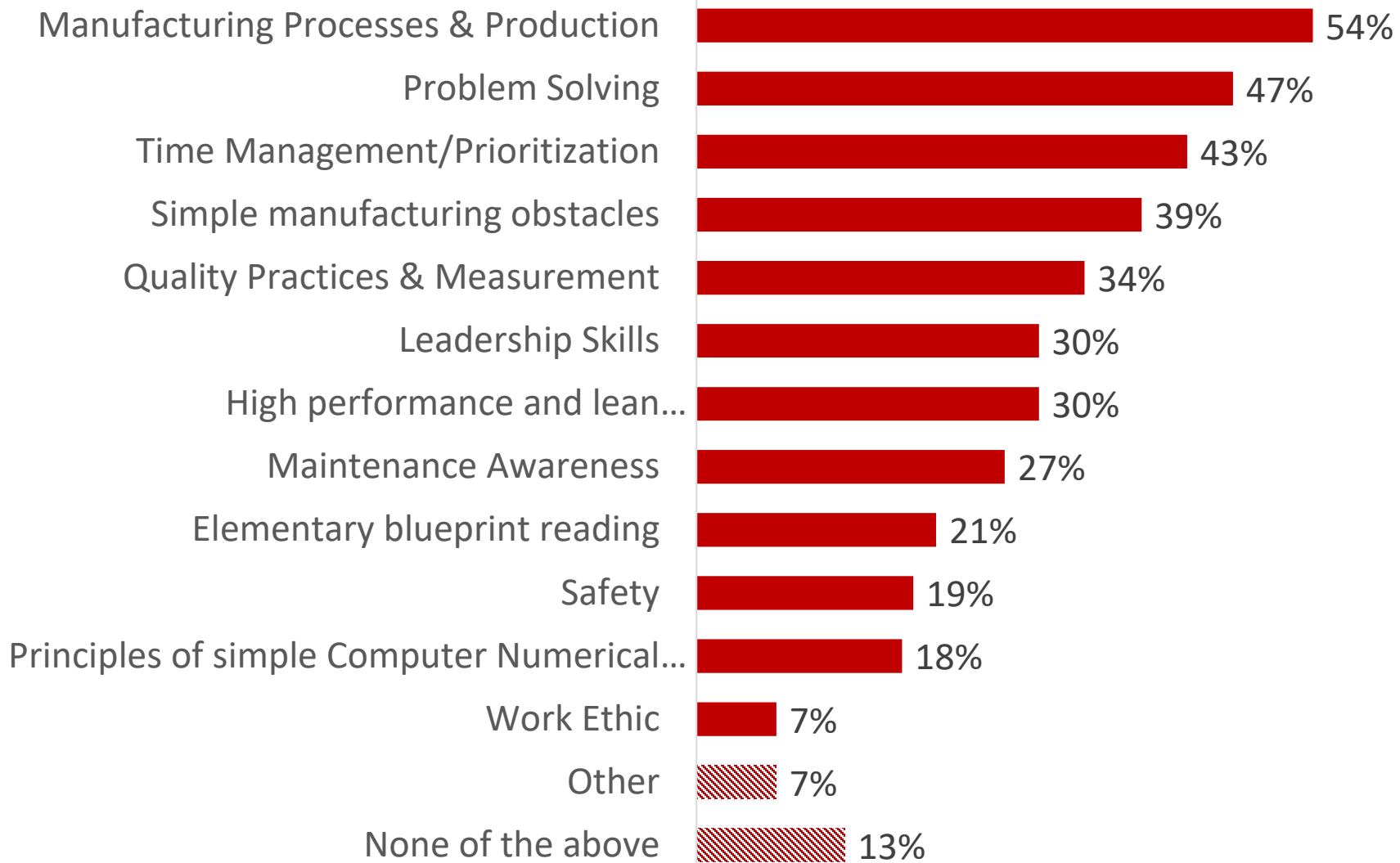


Of those, which ONE presents the greatest need for your organization?

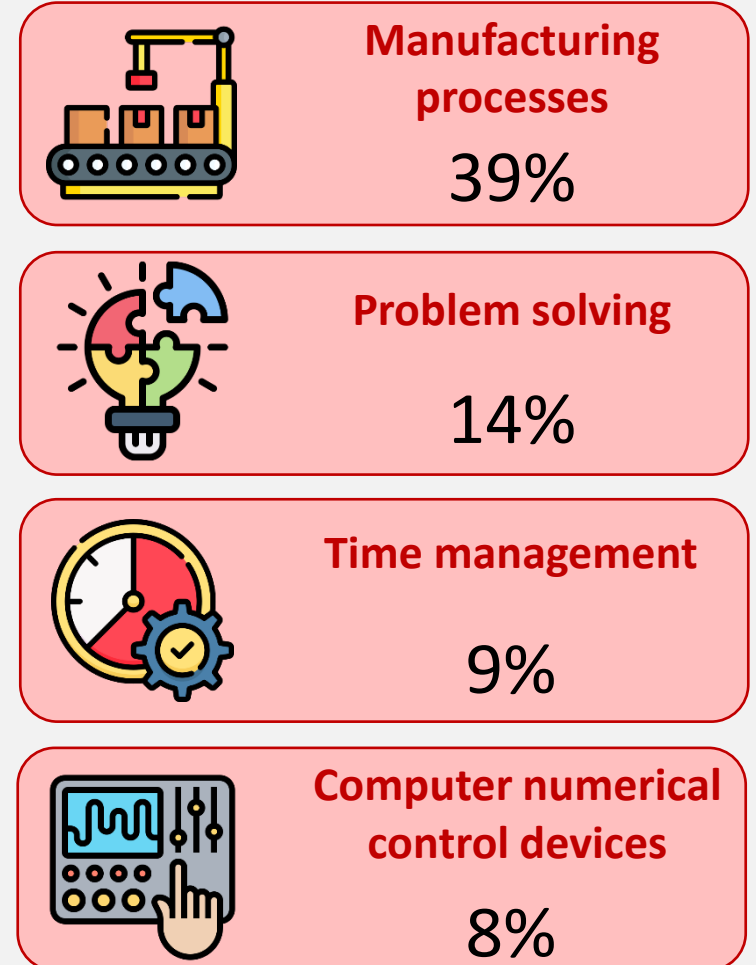


Needed Skills From Employees

In which, if any, of the following functional areas are you struggling to fill positions?



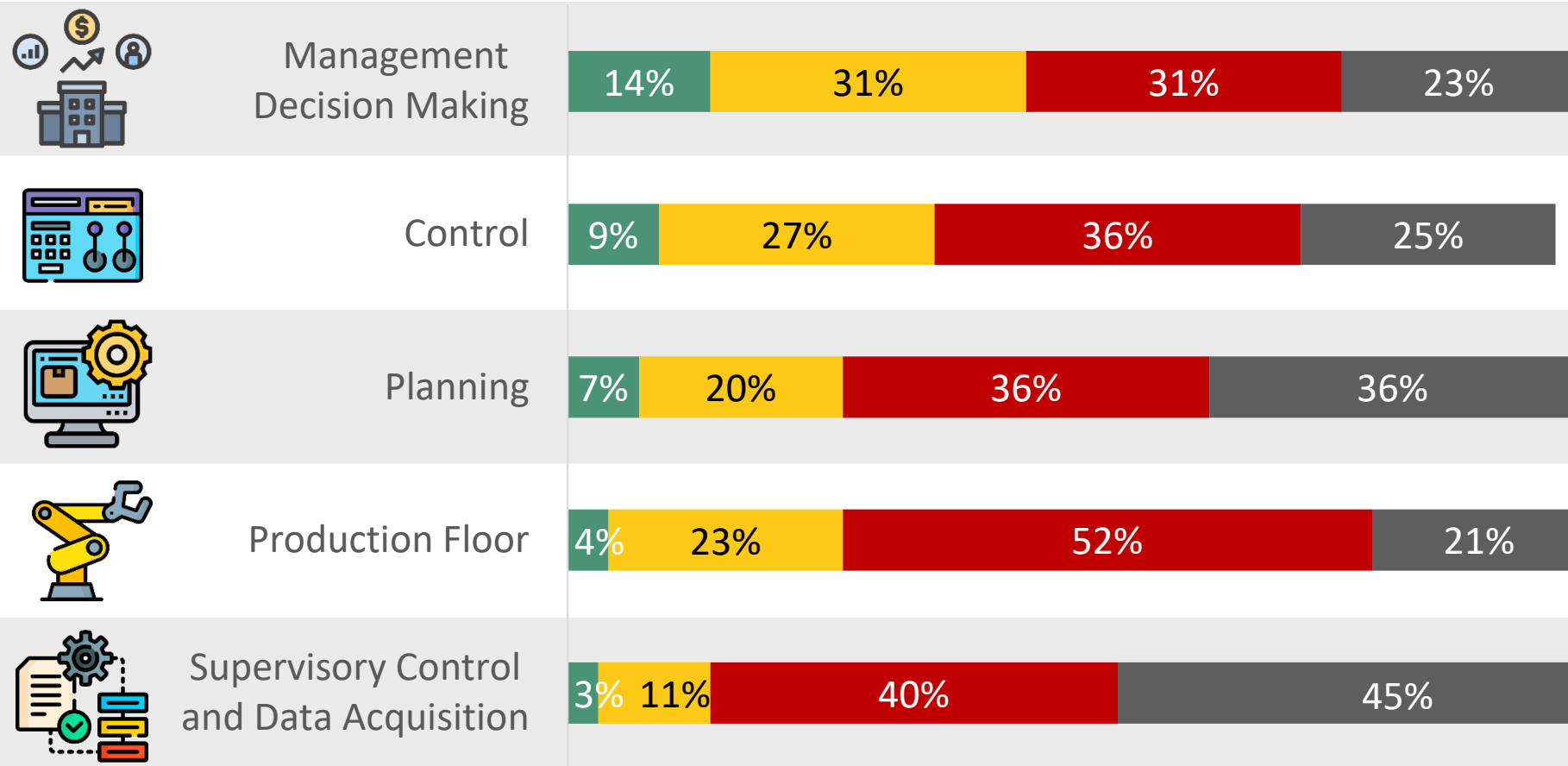
Of those, which ONE presents the greatest need for your organization?



Automation

Next, we'd like to learn more about automation within your organization. Please rate the level of automation within your organization in each of the following areas.

■ High ■ Moderate ■ Limited ■ None



Highest Levels of Automation

Management decision making
(enterprise resource planning (ERP))

45%

High: 14%
Mod: 31%

Control
(programmable logic controller, distributed control system)

36%

High: 9%
Mod: 27%

Findings and Themes



The pandemic and resulting conditions have had a devastating impact on manufacturers. Still, most expect conditions to improve.



Supply chain disruptions have hit virtually all NYS manufacturers seriously impacting businesses' acquisitions and distributions.



A majority are open to reshoring but fewer than half are actively engaged in it. Nearly half will invest in 2022 in reshoring or strengthening supply chain.



Staffing shortages led half to turn away business. Need skilled workers.



Manufacturers expect to have a better 2022. Require predictable supply, steady distribution and growth in skilled labor force to increase success.