

The Key to the Upstate Economy? Manufacturing – Still.

Despite talk of a ‘post-industrial’ economy, manufacturing is still, far and away, the most important creator of jobs in Upstate New York.

The last four years have not been kind to American manufacturers. With a strong dollar giving overseas competitors a huge cost advantage, manufacturers – including those in New York – have been forced to cut jobs sharply. As a result, some voices have returned to an old theme: Manufacturing is dead, and it’s time to move on.

The way New York treats its manufacturers can have a telling impact on the economy, especially Upstate.

In fact, though, manufacturing is still the center of opportunity for millions of New Yorkers. It remains particularly important across Upstate New York, where **one in every two jobs** depends directly or indirectly on manufacturing.

And industry in the Empire State has its share of truly exciting growth stories, including the mix of industries known as “high tech” as well as less glamorous sectors such as automobile accessories.

Clearly, manufacturing still matters in New York. And the way that this state treats manufacturers – in its tax policy, business regulations, and siting decisions – matters as well.

New York manufacturers are proving it’s still possible to make it in the Empire State. With the right policies from Albany and from local governments, they will continue doing so for a long time to come.

INSIDE

Forget those who say we have a “post-industrial” economy and manufacturing no longer matters. It **does** matter, especially in Upstate New York:

- ◆ Manufacturing’s share of Upstate jobs is above the national average.
- ◆ And counting its spin-off effects, manufacturing accounts for half of all jobs upstate.
- ◆ For some upstate communities, a few or even a single manufacturer, often family owned, accounts for essentially the entire local economy.
- ◆ People talk about “high tech,” but forget that manufacturing is where high technology hits the ground. From computer chips to auto parts, industry today is clean and cutting-edge.
- ◆ How much of its base New York retains, however, depends on how it treats manufacturing companies.

Schenectady has what other communities can only wish for: a manufacturing business that brings in wealth from around the world and provides more than 4,500 jobs.

Bright spots in hard-hit Upstate cities

Consider, for example, the case of Schenectady. No question about it, the city has seen better days. As with most other cities in Upstate New York, the population decline over the past half-century has been steady and deep. Empty storefronts are common downtown.

Yet it's not time to turn out the lights in Schenectady – far from it. The city is fortunate to have what hundreds of other communities across the country can only wish for: a manufacturing business that brings in wealth from around the world and provides more than 4,500 jobs. General Electric Co.'s Power Systems Division offers employees excellent pay and benefits, as does the company's Global Research Center in nearby Niskayuna. Including other GE operations that manufacture silicones and plastics, and provide other products and services, the company employs a total of 9,000 in New York's Capital Region, while providing pension benefits to some 13,000 retirees. Local payroll and benefits total more than \$670 million a year; property taxes for public schools and local government services add up to more than \$10 million annually.

True, GE's employment in Schenectady is not what it was decades ago. And because jobs depend on a dynamic international marketplace, opportunities for the Power Systems plant – like those for all manufacturers – ebb and flow over time. Favorable market conditions – a jump in demand for new power production in certain parts of the Asian market, in particular – led to the addition of more than 400 jobs in GE's Schenectady operations in 2000 and 2001. Currently, industry experts predict a diminished demand for new power generating equipment, which is likely to mean fewer Power Systems jobs.

Yet it's also true that the company would be unable to provide any jobs in the Electric City if Power Systems had not stayed ahead of the competition from firms in Asia and Europe. Because many business costs are lower in those regions, staying competitive means making operations as efficient as possible.

And GE's contributions to the quality of life in and around Schenectady go far beyond the jobs it provides directly – important as those are. On streets near the Power Systems plant, businesses such as Boulevard Rug Co., Lyle's Hoagies, and Hermie's Music Store count GE people among their regular customers. Other local employers, such as Trustco Bank and Union College, owe much of their historic growth to GE employees' patronage and the corporation's philanthropy.

A full list of educational, artistic, and cultural benefits the company has brought to Schenectady would fill volumes. City schools, Proctor's Theatre, the United Way, Schenectady Museum, and dozens of other organizations are better able to serve the community because of GE. The Global Research Center, now in the midst of a \$100 million modernization, brings 600 Ph.D.'s and hundreds of other highly trained technologists to the area from all around the world.

In short, while some public officials, pundits and corporate critics like to say that New York has entered a post-industrial economy, Schenectady and other Upstate cities are proof of the contrary:

Manufacturing matters in New York – still.

Table 1**Manufacturing's Key Role in the Upstate Economy**

<i>Region</i>	<i>Manufacturing jobs</i>	<i>Multiplier impact</i>	<i>Total jobs relying on manufacturing</i>	<i>Those as proportion of all jobs</i>
Albany-Schenectady-Troy	35,200	1.81	99,070	21.2%
Buffalo-Niagara Falls	80,700	2.06	246,805	44.4%
Binghamton MSA	20,300	1.89	58,699	50.0%
Elmira MSA	7,600	1.89	21,976	51.1%
Dutchess County	17,600	1.81	49,403	41.4%
Jamestown MSA	12,500	2.06	38,229	64.8%
Glens Falls MSA	7,100	1.81	19,983	36.7%
Rochester MSA	101,900	1.97	302,755	55.1%
Syracuse MSA	44,800	1.93	131,094	37.3%
Utica-Rome MSA	17,700	1.79	49,441	36.4%
Upstate	431,400	2.67	1,583,238	49.6%
Rockland County	11,600	1.81	32,561	28.9%
Westchester County	35,200	1.81	98,806	23.1%
Long Island	103,400	1.21	228,783	18.4%
New York City	221,600	1.11	468,263	12.9%
New York State	805,200	2.03	2,441,608	28.3%
<p>Multiplier represents additional jobs created by each manufacturing job. The multiplier is higher for Upstate as a whole than for any individual metropolitan area because the ripple impact of creating other employment always grows with the size of the area being studied. Manufacturers create jobs outside their home regions (e.g. with suppliers), but as the size of the area being considered grows there is less and less of this statistical "leakage."</p> <p>June 2002 establishment data from U.S. Bureau of Labor Statistics/N.Y.S. Department of Labor.</p>				

The economic benefits of manufacturing employment go well beyond the jobs officially classified as such.

How much does manufacturing matter?

Statewide, manufacturing companies provided just over 11 percent of all private-sector jobs in June 2002. Upstate, the proportion was higher – around 17 percent, or more than one in every six private jobs. North of the New York metropolitan region, in other words, the Empire State remains a heavily industrialized economy – more so than the United States as a whole, where manufacturing jobs are 15.2 percent of the non-governmental total. (To be sure, manufacturing also plays an important role in New York City, on Long Island and in the Westchester/Rockland region, as Table 1 above shows.)

As the Schenectady example illustrates, the economic benefits of manufacturing employment go well beyond the jobs officially classified as such. Economists say that each industrial job will indirectly create two or more other

One reason manufacturing jobs create large spin-off effects is that factories purchase large amounts of materials, and extensive services, from suppliers and contractors.

jobs in supplier firms, in companies that sell goods or services to workers and their families, and in government. The exact “multiplier” varies from region to region based on the associated pay and benefits, and other factors.

For Upstate New York as a whole, that multiplier rises to 2.67, according to the Governor’s Office of Economic Affairs. With 431,000 direct manufacturing jobs in the region that stretches from Dutchess and Ulster counties, north to the Canadian border and west to the Great Lakes, more than 1.5 million jobs – just under 50 percent of all employment – depends directly or indirectly on manufacturing. In the Jamestown area, nearly two-thirds of all jobs are industrially based. The proportion is half or more of the total in the Rochester area, Binghamton and Elmira.

While downstate is more economically diverse, it is still home to 374,000 manufacturing jobs. Including the multiplier effect, more than 970,000 workers on Long Island, in New York City and the Westchester-Rockland region owe their paychecks to manufacturing.

The spin-off employment effects created by manufacturing jobs are, unfortunately, just as important when viewed from the perspective of lost employment. When a factory employing, say, 300 New Yorkers closes down, the “spin-out” impact could be 1,000 or more lost jobs.

Contractors and other spin-off effects

One reason manufacturing jobs create large spin-off effects is that factories purchase large amounts of materials, and extensive services, from suppliers and contractors. In Rochester, for instance, Eastman Kodak Co. spends about \$250 million a year on contracted services. More than 6,000 men and women who are not among the company’s 24,000 local employees regularly go to work at Kodak Park and other company locations.

The large number of contractors that perform services for the company helps explain why Kodak’s payroll, like those of many other larger manufacturers, is down from historic highs. Security officers, carpenters, cafeteria workers, plumbers, landscapers and others perform work that, in an earlier era, might have been done by company employees. Contracting for such ancillary services allows corporate executives to concentrate on building and maintaining Kodak’s core business as a world leader in photography and imaging. Service workers enjoy the steady employment they would have working for Kodak directly, and often find wider opportunities with contracting firms whose specialty is in a different field – for instance, Marriott Corp., which runs the company cafeterias.

The multiplier effect flows, too, from the way factory workers spend their paychecks. Those at GE Power Systems, for instance, buy sandwiches at Lyle’s Hoagies and carpeting at Boulevard Rug Co., and send their monthly mortgage payments to Trustco and their children to Union College or Schenectady County Community College. Many of the jobs at those other businesses and institutions exist solely because of the demand created by GE employees.

Communities also enjoy ripple effects from the generous benefits manufacturing jobs tend to provide. In Rochester, for instance, in addition to

providing excellent wages and salaries, Eastman Kodak Co. spends more than \$100 million a year on health coverage for employees and retirees. That spending alone supports the jobs of several thousand additional workers in hospitals, doctor's offices, pharmacies and other health-related institutions and businesses.

Often, manufacturing is the gift that keeps on giving to local communities even after the most obvious benefits—jobs—disappear. A case in point is Buffalo's John R. Oishei Foundation, the largest private foundation in Western New York with net assets around \$246 million. The foundation is named for its creator, who founded Trico Products Corp.

Trico's employment in the region has shrunk from several thousand to around 2000, but the Oishei Foundation continues to underwrite vital services in health care, medical research, arts, education, and civic affairs. Fittingly, the foundation is also a key player in developing the next generation of economic development in Western New York, having made a \$1.5 million award to the University at Buffalo's Center of Excellence in Bioinformatics.

In dozens of smaller Upstate communities, one or two manufacturing plants—often smaller and/or family-owned businesses—constitute the only significant private-sector activity other than businesses that supply the main factory or serve the factory workers. Typically, these companies' contributions to the community go far beyond the payroll.

In McConnellsville, a hamlet just northeast of Oneida Lake, Harden Furniture Inc. produces and markets high-quality hardwood and upholstered furniture for homes and offices. Founded in 1844, Harden is in its fifth generation of family ownership, and many of its 600 employees have ancestors who worked for the company a century or more ago. In recent years, the company's contributions to the community have included building a new facility for the local fire department, a golf course and new post office.

In the village of Ticonderoga, between the northern tip of Lake George and the southwest shore of Lake Champlain, International Paper Co. made a major capital investment this year that will make its mill competitive for years to come. The investment secures 700 local jobs that in turn support many hundreds of others in the community.

Bringing wealth into the community

Most people in Rochester, Schenectady and other upstate cities understand that employers such as Kodak and GE deliver wealth to the community. Many, though, would find it hard to explain where the money comes from.

The answer: from all over the country, and all around the world. That's the key difference between manufacturing businesses and most other employers. Manufacturers export goods from their home area, and import the wealth earned by the sales. A local hospital, by contrast, may have as many employees as the local manufacturer, but the money they have to spend *in* the local community comes almost entirely *from* the local community.

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Men and women working for New York manufacturers created \$85 billion of value added in 2000, according to the U.S. Census Bureau, which surveys companies across the country. That figure represents the difference between the amount companies spent on materials, including fuels and transportation charges; and the total value of their shipments. In other words, the skills, capital and technology that industrial firms put to work in the Empire State generated \$85 billion of new wealth—for employees, local communities, and shareholders.

More than \$27 billion of that total went directly to workers' wages and salaries, while another \$6.6 billion paid for employee health coverage, Social Security and other fringe benefits. The remainder goes to new capital investment, taxes, return on shareholders' investment and other uses.

The men and women who work in New York's factories may not pay much attention to such statewide figures. They do care, though, about the hourly wages they receive, which typically are much higher than average. For instance, workers who make automobiles and auto parts earn an average of \$1,063 per week, according to Labor Department figures. Those paychecks contribute significantly to the economy in Western New York, where the auto industry remains the most important employment sector.

Job trends, in New York and the nation

A decade ago, the U.S. Bureau of Labor Statistics reported that New York was losing manufacturing jobs at twice the national rate. The losses were particularly striking because, given the mix of industries that were growing and shrinking nationwide in the early 1990s, New York should have performed *better* than most other states, BLS experts said.

How do job trends in the Empire State's industrial sector compare with those in other states now?

Better—but not good enough. As Table 2 on the next page shows, for the five years ending in June 2002, manufacturing employment across the country fell by just over 10 percent. New York lost 120,000 factory jobs, for a drop of 13 percent. In other words, our rate of manufacturing job loss was about one-third higher than the nation's—a disappointing performance, though a noticeable improvement from the early 1990s.

In the most recent year, both New York as a whole and the Upstate region in particular performed better than the national average. Still, we lost more than 40,000 good manufacturing jobs statewide. No one can be happy with those losses—even if factors beyond our control, such as international currency values, are partly to blame.

The broad trend downward masked good news in some sectors. Pharmaceutical manufacturers, for instance, added more than 4,000 jobs in New York from 1996 to 2001, according to Labor Department data.

Table 2

Manufacturing Employment, New York and other Large States

(Jobs in thousands)

Region or State	June 2002	June 1997	Five-year change
Albany-Schenectady-Troy	35.2	39.4	-10.7%
Binghamton	20.3	25.0	-18.8%
Buffalo-Niagara Falls	80.7	89.9	-10.2%
Dutchess County	17.7	17.7	0.0%
Elmira	7.6	9.7	-21.6%
Glens Falls	7.1	8.4	-15.5%
Jamestown	12.5	13.7	-8.8%
Rochester	101.8	128.4	-20.7%
Syracuse	44.5	49.8	-10.6%
Utica-Rome	17.6	19.6	-10.2%
Upstate	431.4	495.7	-13.0%
Nassau-Suffolk	103.4	112.5	-8.1%
Rockland County	11.7	11.9	-1.7%
Westchester County	35.4	38.5	-8.1%
New York City	221.2	267.0	-17.2%
California	1,825.6	1,919.4	-4.9%
Texas	1,008.5	1,088.4	-7.3%
Ohio	1,006.2	1,098.7	-8.4%
Michigan	919.9	970.8	-5.2%
Illinois	888.6	976.7	-9.0%
Pennsylvania	854.3	943.6	-9.5%
New York State	805.2	927.5	-13.2%
North Carolina	701.3	837.2	-16.2%
Indiana	624.1	681.2	-8.4%
Wisconsin	573.6	617.1	-7.0%
U.S. total	16,843.0	18,750.0	-10.2%

Source: Establishment data, U.S. Bureau of Labor Statistics/New York State Labor Department

The outlook

Industrial employment across the country, after rising for most of the mid-1990s, dropped each year from 1998 through 2001 and – barring a sharp turnaround – is likely to end the current year with another decline. There's reason to hope, though, that New York's manufacturing sector will strengthen in the near future.

The Buffalo branch of the Federal Reserve Bank of New York conducts a monthly survey of manufacturing companies that have at least 100 employees or \$400,000 in sales. The August 2002 survey showed two-thirds of Empire State manufacturers expect their business conditions to improve over the coming six

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months, while fewer than 2 percent expect conditions to deteriorate.

Some improvements have already taken place. Throughout most of 2001, the survey found month-to-month declines in current business conditions (meaning that more manufacturers experienced declines than increases in employment and other factors). That index has generally been in positive territory during 2002. The business conditions measure reflects an amalgamation of several key indicators, including number of employees; average employee workweek; prices companies pay suppliers and receive from customers; and the value of new orders, shipments, unfilled orders and inventories.

Not that things will be easy for manufacturers. The Fed survey found that manufacturers have been paying more for supplies – but are unable to raise prices without losing customers. Indeed, for almost a year more companies have reported they've been forced to cut prices than have been able to raise them. Manufacturing executives don't expect that to change significantly in coming months, according to the survey. Clearly, companies will continue to feel intense pressure to cut costs wherever possible.

The business climate

Whatever the broader trends, the key for New York will be to make sure that we enjoy at least our share of national and worldwide growth in manufacturing activity and jobs. As outlined above, by this measure the Empire State is much improved, and for a very simple reason: Our business climate is more competitive.

A decade ago New York was losing manufacturing jobs at twice the national rate. Samuel Ehrenhalt, the U.S. regional commissioner of labor statistics at the time, wrote then: "New York has clearly become a less attractive place globally for the conduct of manufacturing activities."

The experts on manufacturing – plant managers, CEOs and others who must keep New York operations competitive, so they can keep jobs in the state – confirmed Ehrenhalt's analysis. Business costs, from energy to taxes to workers' compensation, were too high. State regulators cared more about rules and paperwork than about workers and jobs. Leaders in Albany didn't seem interested in tackling the problems.

In recent years, those things changed, for the better. Governor Pataki and the Legislature cut taxes dramatically, for instance. On that issue and others, though, there's more to be done.

Taxes and other business costs

Taxes in New York are still among the highest in the nation. Robert W. Crandall, an economist at the Brookings Institution, studied recent manufacturing trends nationwide and in Western New York, in particular, for the Federal Reserve Bank of New York's Buffalo branch. During the 1990s, "a state's propensity to tax corporations retarded manufacturing employment growth," Crandall wrote in a paper presented at a Buffalo Fed conference in June 2002. That

conclusion was no surprise to factory managers and other corporate executives in New York.

To ease the state's tax burden on manufacturers, Governor Pataki and leading legislators have proposed two major steps. One would eliminate or reduce the alternative minimum tax, which limits the effectiveness of New York's investment tax credit in encouraging manufacturers and securities firms to make capital investments in the state. A second step would change the way companies apportion their income among various states to a "single sales factor" approach, so that manufacturers would not pay more tax when they add jobs or invest in new plant and equipment. Such a move could lead to an additional 32,000 manufacturing jobs in the state, with an overall employment increase of more than 100,000, two economists wrote in a January 2001 Public Policy Institute report, *The Economic Impact of Single Factor Sales Apportionment for the State of New York*. State leaders also must act to reduce local property taxes, which are much higher in New York than in many competing locations.

Workers' compensation rates have declined in the state, but are still higher than those in most competing states. As of 2002, average comp costs for manufacturers were 27.7 percent higher than the national average, according to the consulting firm Actuarial & Technical Solutions Inc. Costs in other northern industrial states, such as Michigan and Pennsylvania, were far below New York's, and rates for manufacturers in New Jersey and Massachusetts were even below the national average.

Energy costs represent yet another area where state leaders have begun to take action, but New York manufacturers still face a competitive disadvantage. Average industrial rates for electricity were 40 percent above the national average as of 1999, according to the Edison Electric Institute. The Public Service Commission's policy of allowing manufacturers and energy companies greater freedom to negotiate prices, and the state's Power for Jobs program, had cut that disparity by as much as half in 2000. Still, given the huge demand for electrical power inherent in many manufacturing businesses, even a seemingly modest difference in the price of electricity can represent a major difference in operating costs. Siting new generating facilities will help reduce costs further while ensuring adequate supplies of the power we need.

Governor Pataki, Senate Majority Leader Joseph L. Bruno and Assembly Speaker Sheldon Silver have introduced important new incentive programs for employers that locate or expand in New York, such as Jobs Now and Empire Zones. But established businesses also need to compete with those elsewhere. Albany's economic development programs must address that reality.

On some key issues, state leaders have talked about taking action for years - but failed to accomplish anything.

A good example is reforming the laws that make it impossible for businesses or municipalities to clean up and redevelop long-contaminated properties known as brownfields. Most of these sites already have transportation, water, sewer and other infrastructure essential to new jobs, but lie fallow.

Two primary factors make most businesses unwilling to invest in such

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Yes, “high tech” is the place to be in today’s world. And that translates into: manufacturing.

properties. A new owner who had no involvement in creating the contamination can be held fully liable for any ensuing problems. And government regulators may require that property owners incur huge expenses to clean groundwater, for instance, to standards that would be appropriate for a residential neighborhood – even if the site will be a new manufacturing plant. If Governor Pataki and the Legislature can address these issues, prime industrial sites will be available all across the state.

Increasing focus on technology

New York companies made the Empire State a manufacturing powerhouse by doing two things earlier and better than competitors in other states: Developing important new technologies, and finding innovative uses for those products in the marketplace.

Today, everyone knows that “high tech” is the place to be in economic development. What some pundits, much of the public and even elected officials may not realize is this: Cutting-edge technology is developed, produced and brought to market by ... *manufacturing companies.*

IBM’s new computer-chip factory in East Fishkill is an example, providing some 1,000 jobs in developing and producing next-generation semiconductors. IBM spends more than \$500 million a year on semiconductor research and development, part of an overall R&D budget totaling hundreds of millions more.

The new facility will rely on the company’s leading-edge technologies, such as a more efficient production process involving 300-mm wafers, to produce transistors less expensively. The direct results will be more advanced technology, at lower prices, for customers around the world who buy products ranging from computer games to cellular phones. Indirect results include hundreds of millions of dollars in wealth brought into New York State, and more than 1,000 spin-off jobs generated by IBM’s new economic activity.

IBM also supports advanced research with a number of university partners, including the University at Albany. Industry executives and Governor Pataki announced in July that the university will be home to a \$400 million R&D facility sponsored by a consortium of industry leaders including IBM, Motorola and Intel. That investment, which includes support through the state’s Centers for Excellence program, will build on chip-making research based at the university’s School of Nanosciences.

The state’s Centers for Excellence hold the promise of more giant steps in positioning New York ahead of the competition for world-class technology breakthroughs. The centers are intended to help universities and businesses collaborate on research and development needed to create new products and services, and to bring them into the marketplace.

The Infotonics Technology Center, focusing on photonics and microsystems, will bring universities including Rochester Institute of Technology, Cornell and Columbia together with world-class technology businesses such as Eastman Kodak Co., Corning Incorporated and Xerox. Importantly, the center, headquartered in Canandaigua, will also include participation from smaller

companies that otherwise might find it impossible to access cutting-edge technology in areas such as communications, medical/life sciences, automotive, aerospace, measurement and control systems. Given the rapidly increasing pace of product development, both smaller and larger companies sometimes find it difficult to bring advanced technologies to market in time to recoup investment costs before the next generation of products emerges.

Attitude is important

In addition to making costs competitive and encouraging growth of technology, strengthening New York's climate for manufacturing requires making sure that the state welcomes industry. Because competing states are all too glad to do so.

Proposals to locate or expand industrial operations often meet not-in-my-backyard opposition despite the jobs, tax revenues and other benefits such facilities bring to communities – and despite the fact that manufacturing today is high-tech and environment-friendly. Officials in government and in education, who must find ways to pay for increasingly expensive services, could help by pointing out the need for new industrial and other business growth.

Opinion leaders in communities that want to keep or attract manufacturing jobs could also do more to help the next generation of workers learn about the attractive careers in industry. An economic development consultant hired by Broome County officials told the *Binghamton Press & Sun-Bulletin*, "Young people are not attracted to manufacturing." No matter how friendly we make our business environment, companies will not locate jobs where workers are not available – or not interested.

Elected leaders interested in economic development should pay more attention to the difference between New York and many competitor states in another area: attitudes toward unionization. In the 2002 legislative session, leaders in Albany seemed to seek out opportunities to curry favor with organized labor. Many of the resulting proposals would have raised the cost of doing business in New York even further.

In 2001, by contrast, voters in Oklahoma approved a "right to work" law, banning union contracts that require all workers – union members as well as non-members – to pay union dues. Twenty-two states, including most of those that have led the nation in job growth in recent years, now have such laws. Since the new law took effect, "there's been a blizzard of interest in us," Governor Frank Keating told *The Wall Street Journal*. No one expects New York to join the ranks of states with right-to-work laws. But the difference such a law makes to many companies, particularly manufacturers, illustrates the importance of showing that the Empire State is no longer reflexively pro-labor and anti-employer.

After all, while manufacturing jobs bring a variety of blessings, the primary beneficiaries are the men and women who go to work at good jobs every day. The more we do to encourage manufacturing companies to feel at home in the Empire State, the better the life we'll build for the workers of New York.

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Production Workers in New York State 1997 to 2000
By Selected Industry Group
(ranked by 2000 employment)

Industry sector	2000	1997	Change	Share of total, 2000
Apparel	52,155	68,232	- 24%	10.2%
Fabricated metal products	49,026	50,104	- 2%	9.6%
Computers/electronics	43,771	43,540	+ 1%	8.6%
Machinery	41,585	44,368	- 6%	8.1%
Chemicals (incl. pharmaceuticals)	36,082	35,853	+ 1%	7.1%
Printing	35,220	36,264	- 3%	6.9%
Food	34,269	33,755	+ 2%	6.7%
Transportation equipment	33,979	32,434	+ 5%	6.7%
Plastics/rubber	31,470	29,039	+ 8%	6.2%
Paper	17,880	20,430	- 12%	3.5%
Furniture	16,726	15,760	+ 6%	3.3%
Nonmetallic mineral products	16,005	15,053	+ 6%	3.1%
Electrical equipment	15,416	18,344	- 16%	3.0%
Medical equipment	12,185	11,949	+ 2%	2.4%
Primary metal products	11,676	11,960	- 2%	2.3%
Textile mills	10,556	11,131	- 5%	2.1%
Wood products	8,935	8,370	+ 7%	1.7%

Source: U.S. Census Bureau