

# **Advanced Manufacturing Partnership (AMP) 2.0** ***Northeast Regional Meeting***

## ***Scale-up Breakout Session Summary***

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**Rensselaer**



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- Supply Chain (Barriers):
  - Supply chain data not readily available
  - Wasted time recreating supply chains and supply chain engagement
  - Various sources of data are not linked, e.g., NAICS codes, Department of Labor, university expertise, hard infrastructure/facilities



- Technology Ramp-Up (financing):
  - Financing is critical, other countries make it easier. Attracting funding is particularly hard for regulated industries
  - Economic incentive is fragmented, not a single source of information for local, regional, state, and federal incentives. Some decisions appear to be political.



- Technology Ramp-Up (connectivity):
  - Companies have difficulty to connect resources with problems:
    - Don't know the resources
    - Have hard time identifying the problem
    - Unsure on how to move forward
  - Importance of human triage: human facilitation essential to help problem definition and resource identification
  - Most value in knowing logistics not necessarily final solution
  - NY Fuzehub solution fair: speed dating for companies
  - GA has a list of university domain expertise
  - CT CCAT works directly with business to identify problem and provide solutions



- Other Issues

- Federal government needs to focus on foundational strengths and expenses of economy such as interstate transportation (recall Erie Canal), energy policy, immigration, tax policy, and compare with other nations.
- How to position US to gain broad advantages – examples:
  - Developing common frameworks for drilling and fracking safety and policy
  - Moving tax collection from the manufacturing plant (production based taxes) to the cash register (consumer based taxes) as US manufacturers get taxed twice on export while importers products may never get taxed
  - Being careful about environmental policy and its effects, like the cost of ultra-low sulfur diesel now intrinsically added to every item in every store
  - Labor laws, such as limits on driver hours disrupting the national warehouse networks efficiency.



- Other Issues

- Small business definition: currently too coarse (<500), larger companies get disproportionately larger share of support. Need a finer tiered system, e.g., 5-10, 10-50, 50-100, 100-300, etc.
- Lack of real growth over last decade killed manufacturers.
- Federal government needs to ensure competitive environment and prevent massive foreign subsidy from creating unfair market

