

Eight things you need to know on topics related to Saratoga County's economy.

8 @ 8 is a newsletter filled with eight things you need to know on topics related to the economy in Saratoga County, New York. You can expect to see 8 @ 8 in your inbox twice a month. If you have content you'd like us to share or have a topic you'd like to see more of, let us know and we'll work to include it in a future edition! - The Saratoga Partnership Team



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SARATOGA COUNTY PROSPERITY PARTNERSHIP**

1. Manufacturing in Saratoga County - Why it matters

[Manufacturing in Saratoga County - Why it Matters](#), is the most recent blog post by Marty Vanags. It is a great teaser to our upcoming [Saratoga County Manufacturing Index](#) on April 17. The event will focus on the economic impact of manufacturing in Saratoga County. We will have a special presentation from Jason Bram of the [Federal Reserve Bank of New York](#). Following the presentation, we will hear from Saratoga County manufacturers in a special panel discussion featuring **QUAD Graphics, ESPEY, and GLOBALFOUNDRIES**. Special thanks to our sponsors - Presenting sponsor, [Adirondack Trust Company](#), our Gold Sponsor, [Hudson Valley Community College](#), and Bronze Sponsor [C.T. Male Associates](#) for their support.

LAST CHANCE TO TAKE THE MANUFACTURING SURVEY - If you are a local manufacturing industry stakeholder, please to take a few moments to [participate in this brief manufacturing survey](#).

2. Learning a Skilled Trade is the Equivalent of Getting a College Degree

'If you're a Ph.D. and you're at home on a Saturday night in July and your air conditioner quits, the smartest person around is somebody who can fix that air conditioner. The trades are one of the most noble career choices that any individual can make. Banks would not be built. Buildings to house machines, hospitals, and any other structure would not be built without the trades. It's a career choice, not just a job.' According to [this article by Popular Mechanics](#), the demand for most trades is strong and getting stronger and the equivalent of a college degree with excellent pay and career pathways. The U.S. Department of Labor forecasts healthy growth in the neighborhood of 8 to 9 percent over the next decade. Jobs associated with building and rebuilding roads, bridges, water, and the power grid are expected to grow by double-digit percentages—faster than the overall economy. Jobs for plumbers, pipefitters, and steamfitters are projected to grow 16 percent during this same time period. And projected employment growth across all occupations is 7.4 percent.

2. Girls in STEM a Great Success

It's common knowledge that STEM fields have historically been dominated by men. Women have made gains to increase their representation in recent decades—but we're far from parity. There are a host of reasons: stereotypes that women aren't good at math or science; structural impediments that make it hard for women to advance. Addressing those is a key to moving forward—but it's only part of the picture. To

increase gender diversity in STEM, we are helping girls connect the dots between changing the world and STEM. This past Saturday, the Saratoga Partnership was proud to sponsor the 7th Annual Girls in STEM, which offers STEM related hands on activities and challenge over 300 girls, grades 4-8, to change their world. Great work by [CEG](#), [HVCC](#), [ATT](#), [Ballston Spa Central School District](#), [WMHT](#), and many more partners for another successful event. [Check out coverage from WTEN.](#)

3. Are Companies Rethinking China?

The trade war is nearing a possible truce, but global companies are nevertheless moving to reduce their dependence on Chinese factories to make the world's goods. Chief executives say the trade war has prompted a fundamental reassessment of China as the dominant place to make things. According to [this article](#) by the New York Times, even Chinese companies are expanding overseas, although they still have most of their production in China. "China was the factory of the world," said Song Zhiping, the Communist Party chief at the China National Building Materials Group, a state-owned giant. "Things are changing. That's why Chinese companies are going out of China."

5. Inc's Advice on How to Win a Business Plan Competition

The [New York State Business Plan Competition](#), hosted by Upstate Capital Association of New York, is coming to Albany on April 26. Did you know that since 2010, more than 2,500 students have participated in the New York Business Plan Competition (NYBPC), more than 100 businesses have been started, and the NYBPC has seeded over \$1M yielding over \$20M in additional funding for these companies. The Saratoga Partnership team is a proud partner of the event and sponsor of Upstate Capital Association. With all of the excitement leading up to the business plan competition and that kind of money and influence at stake, we found [this great article by Inc.](#), which provides excellent insider advice from organizers, judges, and competitors on how to win a business plan competition. You don't need to be a student with a great idea to appreciate the sage advice.

6. RPI is Making Big Contributions to Artificial Intelligence

According to a [McKinsey Global Institute study, it is estimated that AI will add \\$13 trillion by 2030 to the global economic output](#). That study compared the impact of AI with the introduction of steam engines in the 1800s and robots in the 1990s. AI Trends recently covered an event on the [Ethics of AI](#) presented by the New England Executive Council of Rensselaer Polytechnic Institute where RPI President, Dr. Shirley Jackson challenged business leaders to do the right thing when it comes to deploying AI. It's up to us to decide how it will be used, where for economic and humanitarian benefits or the darker possibilities. At the event, Dr. Jackson moderated and RPI graduates listened to five panelists, all RPI Alum deeply engaged in AI, who answered questions about human control of AI, ensuring privacy of data, and how academics should proceed in teaching this new, rapidly arriving technology. [Click here to read more from AI Trends.](#)

7. Industry 4.0 - the Fourth Industrial Revolution – by Deloitte

We're in the middle of a fourth Industrial Revolution—and this one goes far beyond manufacturing. Smart, connected technologies are transforming how parts and products are designed, made, used, and maintained. And by ushering in a digital reality, they are transforming organizations themselves. According to Deloitte, Industry 4.0 is about more than just advanced technologies: It is about the ways in which those technologies are brought together, and how organizations can harness them to drive operations and

growth. [This article](#) examines myriad topics, from the impacts of interconnectivity on cybersecurity concerns to the tax implications of operating in a digital realm, from applications of Industry 4.0 technologies in emerging areas such as predictive maintenance and the digital twin to a broad perspective of a fully connected digital supply network.

8. Podcast we love - 99% invisible

We love listening to podcasts. According to Edison Research, in 2018 44% have listened, That's 124 million people overall, and up 12 million in just one year. Monthly American listeners were up 2 percent in 2018 from 2017, to 26 percent or 73 million people. So we know we are not alone. If you are an avid listener, we would love to hear what you are listening to and why it matters to our 8@8 following.

This week we suggest you check out **99% Invisible**. Hosted by Roman Mars, 99% Invisible provides the listener with a deep background on the things we see everyday. In other words, the 1% is the tip of the iceberg and the 99% is the deep dive below the surface. Whether its the story behind the story on how Dodger stadium came to be in the Chaves Ravine neighborhood of L.A., or the story of Frank Lloyd Wright's Usonian homes and how they were the inspiration behind the classic 20th century ranch home....the list goes on. It is oddly addicting and told in the same pace and vein as [This American Life](#) (also now in podcast form). Find it on your favorite smart phone podcast app (Apple, Stitcher, etc.) or [CLICK HERE](#).

UPCOMING EVENTS

- April 17, [Saratoga County Manufacturing Index](#), 11:30 AM - 1:00 PM at the Gideon Putnam Hotel, Saratoga Springs - [Register here](#)
- April 17, [Headshot Happy Hour at Saratoga Portrait Studio](#) - 4:00 PM - 8:00PM - USE PROMO CODE SCPP for special discount. Email laura@davebigler.com to reserve your spot
- May 8, SEMI-ASMC, 6:00PM - 8:00PM at the Canfield Casino
- October 8, [GSA Silicon Summit - East](#) at the Saratoga Springs City Center.

SUNY ADIRONDACK SOCIAL MEDIA SERIES - Sponsored by The Saratoga Partnership

- April 18th - 7:30AM - 9:00AM - SUNY ADK Wilton - [The Importance of a Social Media Plan](#)
- April 25th - 7:30AM - 9:00AM - SUNY ADK Queensbury - [Instagram for Business - BlackDog Designs](#)

The [Saratoga County Prosperity Partnership](#) is Saratoga County's Economic Development organization leading the public and private sectors to achieve economic success for our businesses and residents.

The Saratoga Partnership is the first point of contact for business retention, expansion, and attraction. We provide a seamless delivery of economic development and workforce development assistance for businesses seeking to expand in Saratoga County, New York.

