

**Advanced Manufacturing
Opportunities Summit**

Summary Report



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BACKGROUND

Context

The Jobs Board Secretariat was established to support the Jobs Board and its mandate to foster a jobs and economic growth agenda for New Brunswick. The opportunities-based economic development model is based on the idea that the competition for business investment and for highly ambitious entrepreneurs and talent has never been as high as it is today. We need to identify and align our resources to develop tangible, highly valuable and profitable opportunities that will attract investment from local businesses, communities, ambitious new entrepreneurs and multinational firms.

In order to ensure that we are considering the largest range of potential opportunities for NB’s growth, the JBS has organized a series of Opportunities Summits around the province, between late September and December of 2015, in partnership with Opportunities NB (ONB) and lead departments.

Summit Objectives

- Identified long list of viable economic opportunities to explore
- Identified conditions for success in identified opportunities
- Participants had a positive experience and felt their contribution mattered
- Participants felt heard

Summit Agenda and Participants

On November 20th from 10:00am-2:30pm at the Belledune Recreation & Cultural Centre in Belledune, NB, over 40 stakeholders gathered to discuss economic opportunities within the New Brunswick Advanced manufacturing sector. For a full list of attendees see Appendix A.

10:15am	Welcome by Mayor of Belledune and MLA Daniel Guitard
10:20am	Premier Brian Gallant Remarks
10:40am	Overview with David Campbell, Chief Economist NB Jobs Board
11:00am	Brainstorming Opportunities
12:30pm	Lunch break
1:15pm	Conditions for Success
2:20pm	Premier Brian Gallant Remarks
2:30pm	Next steps and closing

WHAT WE HEARD

Opportunities

Participants were divided into 12 tables of 5 and asked to think about the future of Advanced Manufacturing.

Think ahead 25 years and this industry is vibrant in NB - What are the growth opportunities in manufacturing in NB?

These are a summary of their responses:

Advanced manufacturing in 2040

- Qualified employees
- Trades curriculum provided at young age
- High-end, value added products
- Innovation
- Value added natural resources
- Tax breaks for NB content
- Multicultural workforce
- Focusing on innovation, disruptive technologies and niche products
- Renewable energy
- More environmentally friendly

Participants were then asked to consider a shorter term.

What are the opportunities for growth in advanced manufacturing in the next 3 years?

These opportunities are outlined below:

Intraprovincial awareness - How do we get to know each other better? (6 tables mentioned this as an opportunity)

- Government to create an atmosphere to encourage to grow networking
- Tax incentives for use of local suppliers (develop local suppliers)
- Improved communication between business and associations throughout the province. (Buy local when possible)
- Knowing what are capabilities of other local companies
- Create partnerships and minimize intra-provincial competition
- Cooperation between NB (ie. sharing contract subsections)

Product development (5 tables mentioned this as an opportunity)

- Proactive, clustered and focused innovation in support mobilization, developing processes and equipment that we can export
- Processes that make more with less, encourage 2nd and 3rd life of products
- When economy is quiet, focus on process improvement and cost reduction initiatives to be ready for strong markets
- Invest in our capacity to implement new manufacturing technologies
- Identify emerging technology and focus on best ones
- Increased use of automation
- Better link with research (universities)

Rebuild the NB Brand (4 tables mentioned this as an opportunity)

- Tax breaks for capital investments (equipment, building, tech adoption, automation, expansion, etc.)
- A program like TAP is available to support businesses harness their own opportunities
- Diversification of product offering
- Awareness and promotion about the value we offer to attract - use local geographical location
- Need influx of ideas (immigrants)
- Use geographical situation as an advantage

Build sales and distribution channels (3 tables mentioned this as an opportunity)

- Build new sales and distribution channels
- Influx of ideas from immigration policies
- More initiative from government in programs to find niche markets

Export markets (3 tables mentioned this as an opportunity)

- US \$ to be used to our short term advantage - With the exchange, we can try a new market
- Exporting more to US with eye on US increased demands and exchange rate perk
- Work with developing countries (ex: developing world countries, building infrastructure)
- Standards have increased to sell globally

Tools to support cooperation - How do we work together? (3 tables mentioned this as an opportunity)

- Higher value, higher quality products - identify niche and take risks
- Added value - secondary transformation as close to an end product
- Focus on value creation, not job creation

More value out of natural resources (2 tables mentioned this as an opportunity)

- Natural resource development
- More value added to our natural resources

CONDITIONS FOR SUCCESS

Then tables were asked to choose an opportunity from the ones identified in the previous activity and to identify conditions for success within each of the 5 pillars in the Jobs Board economic policy framework.

Opportunity – Product development	
People	<ul style="list-style-type: none"> ▪ Experience process ▪ Sales exploration of pains ▪ Exchange group by industry ▪ Immigration (new and ex-pats with experience)
Ideas	<ul style="list-style-type: none"> ▪ Industry experience / solutions ▪ Existing solutions and knowledge
Money	<ul style="list-style-type: none"> ▪ Time (for funding) ▪ De-risk
Infrastructure	<ul style="list-style-type: none"> ▪ Testing facilities
Nimble Business Climate	<ul style="list-style-type: none"> ▪ Ad Hoc research and development

Opportunity – Build sales and distribution channels	
People	<ul style="list-style-type: none"> ▪ In market expertise ▪ Industry expertise ▪ Local business process ▪ Geographic
Ideas	<ul style="list-style-type: none"> ▪ Inventory and awareness effort for major N.A. projects ▪ Provide opportunity to commercialize projects or solutions ▪ Piggyback on other NB companies successes in different regions/countries
Money	<ul style="list-style-type: none"> ▪ Clear funding guidelines and process ▪ In situ NB manufacturer representatives - strategic locations and areas (pilot)
Infrastructure	
Nimble Business Climate	<ul style="list-style-type: none"> ▪ Reduce red tape on funding and programs ▪ Short lead times

Opportunity – Product development sophistication (Goal: control margin and manufacture more profitable products with competitive advantage)

People	<ul style="list-style-type: none"> ▪ Training ▪ Collaboration with researchers ▪ Experts in manufacturing process
Ideas	<ul style="list-style-type: none"> ▪ Market intelligence (are we building the right products?) ▪ Proactive applied research
Money	<ul style="list-style-type: none"> ▪ Understanding of level of risk tolerance
Infrastructure	<ul style="list-style-type: none"> ▪ Better/more equipment to build innovative products ▪ Ecosystem development and understanding of capabilities
Nimble Business Climate	<ul style="list-style-type: none"> ▪ Awareness of what is already in NB and available (for innovation and development) ▪ We need a « road map » from beginning to end process for product development and innovation

Opportunity – Tools to support cooperation (How do we work together?)

People	<ul style="list-style-type: none"> ▪ Supply chain (procurement department) communicates what they need to NB manufacturing firms / Could be administered by CCNB/NBCC
Ideas	<ul style="list-style-type: none"> ▪ Need centralized database of all needs in supply chain ▪ Include workforce needs ▪ Include R&D opportunities
Money	<ul style="list-style-type: none"> ▪ Driven by ADD's inter prince companies ▪ Mentorship ▪ Government ▪ Incentive to deal
Infrastructure	<ul style="list-style-type: none"> ▪ Ebay for what we need? (pictures, ideas, categories)
Nimble Business Climate	<ul style="list-style-type: none"> ▪ NDA ▪ Intellectual property

Opportunity – Export markets

People	<ul style="list-style-type: none"> ▪ Focus on market driven skills to sell yourself, company and products ▪ International marketing education ▪ Language training / culture ▪ Finding people on the ground to represent you (agency)
Ideas	<ul style="list-style-type: none"> ▪ Build relationships (attend trade shows, meet agents, interaction with trade commissions, business development / market research) ▪ Encourage foreign companies to utilize NB manufacturers to guild their products
Money	<ul style="list-style-type: none"> ▪ Government providing on the ground support in export markets (helping promote our businesses) ▪ Attract foreign investment in NB companies to develop I.P.
Infrastructure	<ul style="list-style-type: none"> ▪ R&D support (sector specialists) ▪ Support industry associations
Nimble Business Climate	<ul style="list-style-type: none"> ▪ Reduce red tape ▪ Energy rate reduction

Opportunity – Inter communication / partnerships amongst stakeholders

People	<ul style="list-style-type: none"> ▪ Advocacy group ▪ Clusters (by sector or expertise) ▪ Training ▪ More laborers ▪ Specialization / synergy ▪ Open minded ▪ Management and marketing skills ▪ Business backgrounds vs. functional business ▪ Young people
Ideas	<ul style="list-style-type: none"> ▪ Central database ▪ Asset mapping ▪ Cluster development / buying group ▪ Identify skills gap ▪ Shared resources ▪ Government identify strengths of small and medium enterprise ▪ Develop training for high school (business focused)

Money	<ul style="list-style-type: none"> ▪ Venture capital (who's doing it?) ▪ Higher risk offerings ▪ Creating value added partnerships ▪ Strategic and focused funding based on business goals ▪ Ensure no negative impact on existing companies
Infrastructure	<ul style="list-style-type: none"> ▪ Equipment, innovative and cutting edge. Available to SMEs ▪ Training institutes support SMEs ▪ Telecommunications ▪ Research and development ▪ Supply chain identified
Nimble Business Climate	<ul style="list-style-type: none"> ▪ Funding strategy modified to be more flexible ▪ Cutting wait times for funding requests ▪ Get the message out on what is available to SMEs

Opportunity – Natural resources	
People	<ul style="list-style-type: none"> ▪ We have them ▪ People will migrate to where the jobs are ▪ Those that will migrate are the younger generation
Ideas	<ul style="list-style-type: none"> ▪ Develop natural resources responsibly by increasing due diligence oversight ▪ Transform in-province ▪ Develop expertise to address environmental concerns in-province ▪ Develop end user technology
Money	<ul style="list-style-type: none"> ▪ Private sector will come if right opportunity is created
Infrastructure	<ul style="list-style-type: none"> ▪ Private sector will come if right opportunity is created
Nimble Business Climate	<ul style="list-style-type: none"> ▪ Regulatory environment that enables development and growth

Opportunity – Intraprovincial awareness (How do we get to know each other?)	
People	<ul style="list-style-type: none"> ▪ Educate business owners of benefit to buy NB 1st ▪ Intraprovincial trade commission ▪ Educate procurement people on benefits of tax incentive relative to lowest cost

Ideas	<ul style="list-style-type: none"> ▪ Buy NB initiative ▪ Tax incentives ▪ Plant tours ▪ Capabilities guide/database
Money	<ul style="list-style-type: none"> ▪ Provincial ▪ \$100 million KPI of new business ▪ \$200k - trade commission ▪ \$500k - Tax incentives ▪ \$100k - Trade shows
Infrastructure	<ul style="list-style-type: none"> ▪ Reverse trade shows by sector ▪ Plant tours ▪ Website ▪ Intraprovincial trade commissioner / to encourage buy local and advocate provincial gov't buy local
Nimble Business Climate	<ul style="list-style-type: none"> ▪ Finance department to make it simple

Opportunity – Intraprovincial awareness - How can we get to know each other?	
People	<ul style="list-style-type: none"> ▪ Know your company ▪ Local interaction between companies within a community ▪ Have interactions between companies at the provincial level
Ideas	<ul style="list-style-type: none"> ▪ Need to create synergy to get companies to work/talk together ▪ Resp. center lead: municipal, organization (association), provincial dept.
Money	<ul style="list-style-type: none"> ▪ Financial support to help group doing the match making activity (if funds are needed)
Infrastructure	
Nimble Business Climate	<ul style="list-style-type: none"> ▪ Bilingual services ▪ Location of activity ▪ Positive and proactive focus to resolve challenges

LESSONS LEARNED

This summit was one in a series of sector specific Opportunities Summits throughout the Province. For every summit lessons learned are noted to inform future Summits in the series.

What went well

- Space was suitable
- Networking within the industry

What could be improved

- AV had some glitches with mic feedback and screens being ahead of podium
- More participation and outreach to young people and first nations, greater diversity of participants
- More timely report dissemination

NEXT STEPS

Summit Survey

Following the summit a survey was sent to the participants to collect additional input on the ideas discussed and the event itself. This feedback helps us to assess which discussions resonate beyond the summit, as well as to continue to improve future summits.

Summit-Specific Report

Following each summit a report of the ideas generated (this document) and participant feedback (Appendix C) is shared with all participants following the summit.

All-Summits Report

After the full series of summits have been completed a final report will be prepared and shared with all summit participants. This is meant to provide visibility of the ideas generated from other summits and to highlight common themes related to the opportunities.

Early Opportunities

The Jobs Board Secretariat plans to identify and advance initial opportunities coming from the summits in partnership with Opportunities NB and lead departments, and to test the opportunities-model of economic development using the 5-policy pillar structure on these early opportunities. We will also identify opportunities that would benefit from further study and those that government is not well-positioned to lead, and share this assessment with the community of participants and interested New Brunswickers.

Implementing Policy Conditions for Growth

Finally, with your help, we will identify the best growth opportunities for New Brunswick. The Jobs Board Secretariat will lead the formation of cross-departmental teams, the development opportunity plans and measures, and assist in the implementation of the necessary policies to create the conditions growth. GNB will then track the progress and outcomes of these efforts and report those findings.

Future Summits

Consideration is being given to hosting follow-up summits in 2016 and early 2017 to explore whether this approach is demonstrating early results, discuss how it could be improved, and what has changed with the opportunities for NB's economic growth.

APPENDIX A: ATTENDEES

Name / Nom	Organization
Bernard Morin	Thermopak
Brent Manuel	BID Canada Ltd
Danik Boudreau	Port of Belledune
David Saucy	Custom Fabricators & Machinists Limtied.
Donald Gauvin	Lamtrac
Eric Bosse	Design Build Mechancial
Eric Martin	Soprema
Eugene Nowlan	Sunny Corner Enterprises Inc - SCEI
Gordie Lavoie	Sunny Corner Enterprises Inc - SCEI
Harry Evans	L&A Metalworks
Hazen Hawker	ADI Systems
Joel Richardson	CME
John Labonneville	Discovery Drill Manufacturing
John Porter	Spec 5 Services
Keith Parlee	APEX
Kim Carruthers	Maritime Hydraulic
Laura O'Blenis	Stiletto Consulting
Mario Caissie	Imperial Manufacturing Group
Michel Poitras	ACOA
Mike Mockler	NB Power
Peter Hess	NBADA
Robert Savoie	Excell Pro Machine Shop
Ryan Stacey	MetalFab
Serge Colin	ClariTech Innovations
Steve Fyffe	ADM Systems Engineering
Steve Holmes	RPC
Sylvain Poirier	NBCC/CCNB
Terry Malley	Malley Industries
Wayne Guitard	TRC Hydraulics
Will Doyle	CFM
Yves Michel Thibeault .	A. Landry Fabrication
Jamie LeBlanc	A. Landry Fabrication
Jean-René Cormier	Discovery Drill Manufacturing
Jean-Philippe Brideau	Composites NB
Danny Valley	Maritime Welding
Rayburn Doucett	Port of Belledune
Alain Landry	Roy Consultants
Marie Thibeault	ACOA
Philip Allain	Lamtrac
Gilles Thériault	CKLE CJUA Bathurst

GNB	
Premier Brian Gallant	Premier
Minister Brian Kenny	Minister of Environment and Local Gov't
Minister Donald Arsenault	Minister of Energy and Mines
Serge Doucet	Opportunities NB
Rick Lloyd	Opportunities NB
Susan Holt	NB Jobs Board Secretariat
David Campbell	NB Jobs Board Secretariat
Hemant Kumar	NB Jobs Board Secretariat
Jason Doiron	NB Jobs Board Secretariat
Amanda Hachey	NB Jobs Board Secretariat
Jenna Gray	Opportunities NB
Claude Innes	Opportunities NB
Eddie Kinley	Opportunities NB

APPENDIX B: PARTICIPANT FEEDBACK

Surveys sent – 35

Responses received – 26 (74%)

Our objectives for the Advanced Manufacturing Opportunities Summit were:

Information Gathering

- Identify a long list of viable economic opportunities to explore
- Identify conditions for success in identified opportunities

Participant Experience

- Participants had a positive experience and their contribution mattered
- Participants felt heard

Nos objectifs pour le sommet des possibilités en fabrication de pointe ont été :

Collection des idées

- Identifier une liste des opportunités économiques viables pour explorer
- Identifier les conditions de réussite pour les opportunités identifiées

Expérience des participants

- Participants ont eu une expérience positive
- Les participants se sentent entendus

Answers are provided in the language they were received / Les réponses sont fournies dans la langue qu'ils ont été reçu.

Q1. Which opportunity discussed most interested you?/ Quelle opportunité discuter vous intéresse le plus ?

Theme – Collaboration & Sharing of Ideas

- “Sharing opinions with other”
- « Le regroupement d'expertise et le partage d'information »
- « Collection des idées »
- “More collaboration among NB manufacturers.”
- « Travailler sur des liens interprovinciaux entre companies »
- “B2B between NB companies instead of going outside the province”
- « Sensibilisations locales, municipales et interprovinciales pour dégager des synergies entre les acteurs économiques »
- “Data base of information of manufacturers and services. We have talked about this several times, but not moved forward. We can and should be giving business to each, but we work in silos. That would be helpful.”

Theme – Product & Market Development

- product development x2
- “Manufacturing high quality low to medium volume products with high profit margins rather than compete for higher volume lower profit markets.”
- “Local(NB) Supply Chain awareness/incentives.”
- “provincial involvement in developing export markets / industries thru "boots" on the ground in those areas / sectors”
- « finance et Marketing sur l'exportation »

Theme – Specific Opportunities

- « Développement des ressources naturels »
- “les technologies émergentes comme les composites, les nouvelles sources de richesse naturelle comme le gaz de schiste”

Theme – Other

- “All opportunities interest me.”
- “I did not get a sense that economic opportunities were identified. What came out of this session was the need for identifying those actions government economic organizations can develop to generate economic growth in the business sector. Someone has to provide dynamic leadership if the business community is to underwrite the growth in our provincial economy and that leadership must come from economic agencies that can operate at the macro level. Individual businesses mainly work at the micro level concentrating on those activities that are of the most self interest to their wellbeing. Other than a small number of individual success stories individual actions of the existing business community will not create an economic plan to generate sustainable growth in the GDP and related job growth.”
- “What will we look like in 2040”
- “How GNB can help create a more positive environment for business to invest in the province”
- « Disponibilité de la main d'oeuvre qualifiée et concurrence à venir entre les employeurs »

Q2. How do you feel that your contributions were heard?/ Comment pensez-vous que vos contributions ont été entendues ?

Not at all / Pas du tout – 4%

A bit / Un peu – 23%

A lot / beaucoup –65%

Completely / Complètement – 8%

Q3. L'élément le plus important que j'ai retenu suivant le sommet est : / My biggest take-away from the Summit was:

Theme – Networking & Collaboration

- Networking Opportunities x2
- “My biggest take away was several meetings are in place to follow up with other attendees on working together.”
- « le partage d'idées par des gens de divers milieux d'affaires, je trouve que cela permet de voir plusieurs facettes et la complexité qu'est le développement économique »
- « Commissaire aux échanges entre entreprises »
- “Establishing new contacts that potentially can advance our business.”

- “Potential of smaller companies to be brought together into a larger "company" that could go after far fetched export markets.”
- “Manufacturers in the region want to be more productive, profitable and are open to collaboration, ideas and potential.”
- « les entrepreneurs, dans leur ensemble, qui sont prêts à collaborer avec les représentants des »
- « que les entreprise du NB ne se connaissent pas beaucoup »
- “NB companies need to work together in order to grow Globally”
- “NB manufacturers all face similar issues and all seem committed to helping the province succeed.”

Theme – Government

- “The government is actively trying to find new ideas that will create positive change in our economy and to explore ideas and actions that will generate economic growth in our province.”
- “open dialog between Government and Manufacturing”
- “There's a lot of work to be done - not sure GNB understands the urgency”
- “There is too much reliance on government to make industry successful in NB”

Theme – Other

- “I have been participating to similar summits over the years and it's always the same issues or topics of discussion coming up. I have been away from these Summits /Seminars for about 15 years and after attending this year, we are still talking the same thing.”
- “We need to really focus on growing the export marketing sector”
- “How does NB Power partner with these customers to help them achieve their business objectives.”
- « le secteur manufacturier est en chute libre. »
- « Difficulté pour les entreprises de se projeter dans l'avenir »
- « "on est jamais prophet dans son pays" ce proverbe a resorti dans toutes les groupes de discussion... donc faut encourager l'innovation neo brunswickoise »

Q4. S'il vous plaît évaluer les éléments suivants du sommet / Please rate the following elements of the summit:

	unsatisfactory / insatisfaisante	neutral / neutre	good / bon	great / excellente
Venue/ Lieu	12%	16%	52%	20%
Timing/Calendrier	4%	4%	46%	46%
Refreshments/Nourriture	4%	8%	63%	25%
Faciliator/Animateurs	4%	12%	40%	44%
Agenda/Ordre du jour	4%	24%	52%	20%

Comments

“A lot of great ideas are brought up but somebody needs to take the ball and run with it. I suggest doing more summits but on a smaller scale were more interaction between ONB and companies could occur. Allot of issues brought up do reflect or provide occasion to discuss difficulties for companies but do not reflect daily challenges faced by these companies.”

“Would have liked some Group time to discuss hot issues of the day or other topics that were not introduced. IE We were mostly scripted as to what we were to work on. Good summit, but would have preferred 30-45 minutes for general discussion. Thank you for the invite.”

“I found there was not enough structure for us to had a lot of value, and the guidelines where not well defined. Example, small business vs. large business, and what’s in our control vs. not, as well as it should be policy discussions versus programs discussions.”

“I think it would have helped if we had an agenda / discussion points prior to the summit , would have been better utilization of our time. I drove 4 hours to get there , could have thought about a lot of things during that time.”

“I fully understand the purpose of the Summit. I am not personally convinced this is the best method of gaining the traction we need to move forward in a significant manner.”

“There seemed to be a lot of AV issues. The French side of the room got English slides while the English side got French. I found the facilitators somewhat condescending. I felt like I was back in school.”

“over all it had a good feel and seems to be heading in the right direction.”

“- Should have dent out agenda first - Facilitation sessions were awkward - should have hired a professional - could have been done in 1/2 the time - Session should have been longer - allow for more networking opportunities”

Q5. The best part of the Summit was / La meilleure partie du sommet a été :

Theme – Networking, Collaboration and Sharing of Ideas

- Group Discussions x7
- Networking x4
- “Meeting the other participants and hearing their ideas.”
- « la rencontre, l'identification et les échanges avec des entrepreneurs multisectoriels »
- “the concept of asking industry for their ideas and contributions”
- “open dialog between the parties.”
- « Que vous vous êtes assuré que le plus grand nombre de gens se rencontre et d'avoir réunis des gens de partout »
- “Getting the business community to be more aware that we can all do more to generate trade within our province and we need to be aware of the successes that are occurring in the business community.”

Theme - Presentation

- David Campbell x3

Q6. The least valuable part of the Summit was / La partie la moins utile du sommet a été :

Theme – Format

- “Overall idea was good - execution was not great”
- “What are the conditions for success.”
- “It took a lot of time to get to the final purpose”
- “playing musical chairs”
- « Projection en 2040 sans préparation adéquate du mind-set des participants. »
- « Visualisation dans 50 ans, trop loin et opinion largement varié sur le futur. Vision a 5, maximum 10 ans est mieux pour les discussions. »

Theme – None/ Positive Comments

- None or N/A x12
- “Nothing worth mentioning. It went well.”
- « toute etait ok »

Other

- “I don't think real issues have been addressed.”
- “Being in a group where there only interest was tomorrow for their company only”
- « plus de chance de partager nos propre defis avec les gens du gouvernement "one on one" »
- « les stats, la plupart d'entre nous savent quel sont les tendances économique de notre province »

Q7. Où aimeriez-vous voir le gouvernement concentrer ses efforts pour appuyer la croissance en fabrication de pointe?/ Where would you like to see government focus their efforts to help grow the advanced manufacturing economy in NB?

Theme – Market Development

- “Assisting in locating export opportunities in new markets”
- “business development, finding other markets”
- « favoriser le développement de produits et aider à l'ouvertures des marches »
- “Refocussing on targeted markets and providing financial aids for marketing. With our global economy it is costing NB more and more to develop our markets.”
- “Support in market development and export readiness”
- “direct assist with export market development thru export officers and financial assist to export companies”
- “Increase export opportunities with funding support for Manufacturing Companies Sales & Marketing.”

Theme – Programs and Support

- “More dialogue is needed with industry associations and individual businesses to develop new programs that will better support the development of new products and development of new markets. Also, identification of those industries that have a better chance of success in extra provincial markets and allocation of more resources to them. Existing programs are too small and too inclusive. There is a need for focus, feedback and fluidity in investing government dollars and resources.”
- “Government support in providing incentives for Manufacturing companies in NB to buy local(NB).
- “Proactive planning, better mapping of ecosystem so manufacturers know what tools are available and how they access them (equipment, expertise, programs, support, markets), product development is a gap.”
- « Favoriser les échanges entre entreprise pour leur donné des bases pour investir dans de nouvel équipement et main d'oeuvre »
- “A buy-NB policy would be helpful as well as aggressive programs to assist NB manufacturers market their products abroad.”

Theme – Education

- « Intégrer les collèges communautaires dans sa stratégie »
- “secondary education focused on information technology, shop class and financial management”
- « Education post secondaire métier »

Theme – Other

- “Lift the moratorium on natural gas development, promote the pipe-line and support other forms of responsible resource development to jump start our economy.” A buy-NB policy would be helpful as well as aggressive programs to assist NB manufacturers market their products abroad.”
- “Focus on BIG issues - interprovincial trade, energy development, consolidation of infrastructure (ports, airports, etc...)”
- “Development of Natural resources while ensuring value add of this resource is processed in the province”
- “Make prospective customers and investors aware of the advantages of investing in NB, shipping sea, air rail, competitive power rates, taxes adaptable workforce etc...”
- « dans le financement de nouvelle technologie, la R&D et l'innovation. »
- “Innovation - truly supporting projects and companies that are on the move. “
- “Immigration”
- « Oui, et aussi assurer que les produits de pointe déjà fabriqués au NB soient spécifiés et priorisés dans leurs propres spécifications lors de soumission gouvernementale »

Q8. What is something you can do to support the growth of the advanced manufacturing sector in NB?/ Que pouvez-vous faire pour aider à la croissance du secteur à Nouveau-Brunswick?

Theme – Sharing and Collaboration

- “Collaborate more with NB companies to be more competitive on contracts.”
- “We are open to working with other NB companies.”
- « Créer un climat favorable au partage d'information et mettre en contact les entreprises pour favoriser leur développement »
- “Interaction with other companies and government to determine how we can build off each other’s strengths”
- “Help make connections between the people I met and others who can help them or partner with them.”
- “Provide my opinion and knowledge to ONB. Topics of discussions what markets we should go after, existing programs that don't work, where we should focus our energy.”
- “As manufacturers we are all doing what we can to grow business in this province, hire people and contribute to the economy. Manufacturers have brick and mortar and up-rooting from this province is usually not an option, thus we work hard to be successful here. We are happy to invest time in Summits like this to bring forth ideas and solutions. We are all in this together and want to move this province forward.”

Theme – Growth and Investment

- “Investing where possible to move projects forward.”
- “Be willing to be open to any opportunity that is identified and put up the biggest share of investment capital.”
- “continue to focus / grow export markets”
- « Continuer d'exporter plus encore lorsque nous aurons finalisé nos démarches vers les marchés européens »
- « accès à du financement ou capital de risque »
- « acceptez de prendre des risques dans le développement de nouveaux produits, de nouvelles technologies et la formation de nouveaux emplois, moyennant un soutien de notre gouvernement lorsqu'il le faudra. »
- « Créer des emplois »

Theme – Training and Education

- “Provide education and awareness to ensure manufacturers are as energy efficient as practically possible.”
- “We are paying an hourly employee’s post-secondary education in industrial mechanic, electrician, tool and die etc..”
- « Transformer les collèges communautaires en centre de développement socio-économiques »

Theme – Local Supply Chain

- “Increase our awareness of NB suppliers that are willing to compete on pricing of good sold out-of-province.”
- « Utiliser plus d'entreprise locale dans notre chaîne d'approvisionnement »
- « Développer et préserver la fabrication local »

Q9. Please share any other feedback you have on the Summit / Veuillez nous faire part d'autres commentaires que vous avez sur le sommet.

Theme – Positive Comments

- “I complain a lot but still appreciate the efforts by people involved in preparing these summits. Cheers!”
- “Excellent summit. Very impressed by the group of people and their level of engagement.”
- “Very educational for me as an electric utility and non-manufacturer.”
- “step in the right direction.”
- « tres bonne initiative du gouvernement, Bravo! »
- « J'ai aimé le fait que le groupe n'était pas trop gros, plus il y a de gens moins je crois il y a d'échange d'idées, je crois qu'il est sage de faire plusieurs séances dans divers régions plus tôt qu'un grand rassemblement. »
- « devrai etre a toute les 6 mois »
- “Great networking event, a little doubtful about the outcome.”
- « J'ai bien aimer la vidéo d'ouverture, Cette vidéo devrait être vivante et un ajout continuel devrait ce faire, il y a plusieurs autres entreprises qui mérite d'y figurer. il peut y avoir plusieurs montage de cette vidéo pour nous donner l'impression de jamais voir la même. Elle est très motivante!!!! Bravo!!! »

Theme – Constructive Feedback

- “In the next Adv Manufacturing Summit, provide previous summit findings and demonstrate what direct actions were taken by our Provincial Government to encourage future summit participants to give pertinent/specific feedback. “
- “Again, thanks for the invitation - great idea - would be good if industry could provide input - sounds like the Jobs Board is going to decide... not sure that's the right decision.”
- “Future summit would need to be more specific in agenda and more concentrated by industry grouping. For example. A summit on building the base of engineered products in the province. Perhaps engineering community and those companies that have a desire to manufacture such products would be appropriate. Another summit could concentrate on product development. Another summit would invite only those companies that manufacture products and are not exporting a significant portion of that production.”

- « Je pense que les participants devraient être rencontrés individuellement dans leur entreprises afin d'avoir leur idées personnelle sur le sujet et du même temps voir ce qui se fais et peut être fais dans la province. »
- « Le discours du Premier Ministre est toujours aussi galvanisant, mais il serait bien également que les autres ministres concernés facent montre également d'une implication aussi conséquente. »
- “Considering the Premier called the meeting, it would have been valuable if he had stayed in the room to engage the participants in their thoughts and answer any questions they may have. A number of busy people, gave up a day and for many, drove a long distance to participate. To me, the Premier, by not engaging the participants, showed a lack of respect and a lack of real interest in their ideas. We hear many platitudes from Gov't. What we need is action.”