



March 15, 2012

Dear Reader,

The San Antonio manufacturing industry has remained relatively stable despite the national economic fluctuations over the past couple of years. Key to that stability is the diversity of markets supported by San Antonio's manufacturers. In addition, the greater San Antonio region has been fortunate to experience both resurgence in some markets and new growth in others, with the result that our regional manufacturing industry is expanding.

San Antonio's manufacturers represent virtually all industrial classifications recognized by the federal government's classifications for manufacturing industry. As manufacturing leads the national economic recovery, San Antonio's industry is an active participant in that process. New and renewed markets have generated business growth, but have also stressed the region's ability to support the workforce demands associated with the growth.

Recognizing this concern, the San Antonio Manufacturers Association (SAMA) organized a meeting of regional manufacturers to assess the workforce needs of the regional manufacturing industry. The results of the meeting indicate that regional manufacturers are currently experiencing difficulties in filling positions necessary to support existing business demands. Of significance, the meeting attendees identified specific positions and skills shortages that are inhibiting local manufacturers from meeting their economic requirements and potential.

The enclosed report identifies significant issues and recommended actions related to the continued economic growth of manufacturing in our region. First, the current demand for skilled technical personnel exceeds the availability of personnel capable of filling those positions. Second, various options were identified that would provide the opportunity to increase the skill levels of the available workforce for both the near and long term demands.

The San Antonio Manufacturers Association (SAMA) recommends and supports the establishment of programs that will provide both near and long term availability of skilled technical personnel capable of meeting the demands of our regional manufacturing industry. The integration of skilled technical training programs with manufacturing industry employment demands is critical to the continued growth of our regional industry and the San Antonio economy.

We look forward to working with the various San Antonio entities to provide business growth and opportunities for our Industry.

Respectfully,

A handwritten signature in black ink that reads "Michael Melver". The signature is fluid and cursive, with a long horizontal stroke at the end.

Michael Melver
2012 SAMA Chairman

"WHAT SAN ANTONIO MAKES...MAKES SAN ANTONIO"