

**NEW Manufacturing Alliance
Development Committee Meeting
September 10, 2015
Associated Financial Services – Kimberly
8:30 a.m. – 10:00 a.m.**

Attendees: Chad Kopitzke, UWO; Kathy Koehler, EMT International; Allan Zuegler, Proto-1 Manufacturing; David McIlheran, Shopko; Scott Hill, Pro Solutions; Brad Pierce, AFG; Sarah Wedeward, KI; Linda Bartelt, NEWERA; Errin Kolden, AFG; Bobbi Miller, FVWDB; Lisa Francour, NWTC; Sandy Folsom, NWTC; Ann Franz, NEWMA

GET REAL MATH! PREMIERE will be held on September 30, 2015 at the Meyer Theatre in Green Bay. The theme is “Educators are the Stars of our Community!” Business leaders will be presenting their math videos from Ariens, KI, NWTC, Robinson Metal, and Sargento Foods to show how math is utilized on the job. Over 100 tickets have been sold and expecting 200-300 attendees! Pete Petoniak from WLUK News will be the MC of the event.

MANUFACTURING FIRST EXPO & CONFERENCE will be held at the KI Convention Center on October 21-22. This is the first year it will be a two-day show! The exhibit booths are almost sold out with 170 companies in the expo! There will be new product showcases from several companies. There will also be a professional photographer taking headshots and assisting people to put the photos onto their LinkedIn profile! Ticket sales are ahead of schedule with over 500 sold!

Day one of the Expo runs from 1:30 p.m. – 4:30 p.m. and will include industry specific programs to include, Women in Manufacturing, Exporting & International Trade, Food and Beverage, and Lean & Continuous Improvement sessions. There will be a cocktail reception on the Expo floor at 4:30 p.m. and the Excellence in Manufacturing/ K-12 Partnership Awards at 6:00 p.m. Regional educators and board members have been invited on the first day to the cocktail reception and the evening awards dinner to see the vitality of manufacturing in our region! The goal is to raise \$15,000 in scholarships this year, so \$20,000 in donations will be needed.

Day two of the expo will feature keynote speaker, Ryan Estis who will be speaking about “Next Level Leadership, Managing Breakthrough Performance in the New Economy”. Lunch and learn sessions will begin at noon and include *Finding & Developing Your Next Leaders, Introducing! A New Path to Finding New Business, Business Growth Through Technology, and Optimizing Value from Your Metallic Manufacturing By-Products*. There will be 500 high school students coming to the Expo meeting people from various occupations in manufacturing

NEW MEMBER TO THE ALLIANCE

Allan Zuleger is the CFO for Proto-1 Manufacturing. The company specializes in Tube End Forming machines. They are a 19 year old company with 70 employees. Much of their business is domestic including Cummins and Caterpillar, but also does business in Canada and Mexico and in some European countries. Welcome to the Alliance!

INTERNSHIP DRAFT DAY

REVIEW OF COMPANY PARTICIPATION:

There are currently 28 companies attending the event with over 160 internships. The top areas are engineering, electro-mechanical technician, human resources, marketing, CNC, and IT.

MARKETING TO STUDENTS:

The committee reviewed the poster with the Internship Draft Day custom marketing logo. A few changes were suggested to include removing reference to the NFL and adding a registration deadline of October 30th. The posters and post cards will be completed soon.

NEW ERA will be working with contacts at each of the NEW ERA colleges and St. Norbert College and coordinate with Career Services and faculty to have a fanning out across the campuses. There will be a strong

focus on getting out to the student clubs, particularly the engineering clubs to publicize the event. Platteville will be involved because they partner with UW Sheboygan and UW Fox Valley. The goal is to communicate the internship opportunities and educate the students regarding how their degree may apply to different jobs/ career areas. We would like to have as many students involved in recruiting for this event as possible. We could approach marketing students to work on social media campaign and networking.

DRAFT DAY SCHEDULE:

The interviews will last for 20 minutes each. The schedule will include:

Noon – 2:15 p.m. – Set up for employers

2:15 p.m. - 2:30 p.m. – Training Camp for employers

3:00 p.m. -3:10 p.m. – Welcome and overview for students and employers

3:15 p.m. -4:55 p.m. – Scheduled interviews (3 rounds of interviews)

4:55 p.m. -5:55 p.m. – Open networking

5:55 p.m. -6:35 p.m. – Additional Interviews (2 rounds of interviews)

6:50 p.m. -7:00 p.m. – Awards to be presented

If the employer is booked with interviews they can interview during the open networking period.

HOW TO EARN DRAFT POINTS:

The committee discussed ideas regarding how the point system should be set up and weighted for the event. Students will enter the building with a draft score and they can move up the draft board throughout the event.

Points will be given out prior to the event for:

1. GPA – Receive points depending upon overall GPA score to be measured from:
 - Below 3.0 = 0 points
 - 3.0-3.49 = 3 points
 - 3.5-4.00 = 6 points
2. Involved in student clubs = 3 point for each club
3. Relevant work experience = 3 points total

Points will be given out on the day of the event for:

1. INTERVIEW:
 - Interview only = 7 points for each interview. Everyone who interviews gets these points.
 - Good interview, but not a match = 14 points
 - Earn 2nd interview = 28 points
2. NETWORKING TIME:
 - Each employer chooses top networking student = 14 points. If there are more than one company representative, there may be more than one top student for the company.

CONTEST TRACKING:

A google account has been set up for tracking of points. Each employer can log into the account and simply enter the points into their tracking page in google docs. If the company does not have access to the google account via computer or phone, there will be runners to pick up the information and return to the command center for scoring.

We will provide each student with five cards for the networking session with their name on each card. They will give one to each company that they network with. The company can enter the points into the google doc, or runners will retrieve them.

VOLUNTEERS/ RUNNERS:

- Referee - blow the whistle at the 2-minute warning for each interview session – Errin Kolden has a referee shirt and will fill this role.
- Command Center – Collect and update student scores – Need 2 people
- Registration Table – Need 4 people at the beginning. Then can reduce as needed. They can help as runners.
- Runners – 3-4 people needed

Volunteers:

Errin Kolden

Sandy Folsom

Sonia Otte

Lisa Francour

Ann Franz – Overall monitor the event

Linda Bartelt – Overall monitor the event

We could use a few more volunteers to assist as runners.

Miscellaneous:

Prizes:

Each college will receive #1 pick = \$50 prize (15)

Overall #1 pick = \$100

Overall #2 pick = \$75

Overall #3 pick = \$50

Ann will be sending out an email request to the NEWMA members for donations to give out at the end of the event in a goody bag as a thank you from the employers.

Mark Murphy – Linda will work on having Mark Murphy show up and say a few words to the students.

Game day food:

Finger food will be provided. Snacks, little sliders, half brats – we will work with Lambeau on a menu. There is a good location in the outside area that we can set up the food.

NEXT MEETING:

Normally the committee does not meet in October due to the Manufacturing Expo. We will hold a **conference call or a on October 29th at 8:30 a.m.** to discuss final details and clean up any loose ends. Ann will send out a call in number for the conference call.