

**NEW Manufacturing Alliance
Steering Committee Meeting**

August 3, 2016
2 p.m. – 4 p.m.
Sargento Foods
Minutes

Attendees: Bill Bartnik, Ron Buchinger, Mark Kaiser, Scott Kettler, Rick Recktenwald, Mike Rekitzke, Jeff Strenger, John West, Jerry Murphy, Anthony Snyder, Bobbi Miller, and Ann Franz

Topic 1: Review of discussion from Finance/Partnerships subcommittee meeting

Prior to the meeting, a small group of Board members discussed strategies to become fiscally sustaining in the next few years. There was a discussion of what risks the Alliance has including not being certain of BAWDB funding in the upcoming years. Ann shared that she is concerned that she cannot continue managing four different industry sector partnerships for another four years. The Greater Green Bay Healthcare Alliance has grown significantly and the amount of work needed to manage all of them is causing her to need to work six days a week.

Bill developed an Excel spreadsheet that gave an overview of AR/AP over the next four years. Jeff shared that increasing dues is one way to raise money for funding the director position, however the Board will need to research what similar organizations dues are to confirm the Alliance has a similar structure. Another major event could be designed to raise scholarship dollars in the spring. Ann discussed it might be beneficial to either obtain a 501c3 scholarship fund or work with one of the Community Foundations to provide a tax incentive for members to give to the Alliance's scholarship fund. Currently, donations are not tax deductible. In addition, if the Alliance grows membership by another 75 members by the end of 2017, it should have enough to support 75% of Ann's salary. By the next Board meeting, Bill and Mark will set up a time to meet with Dean Stewart to determine if NWTC will fund Ann's administrative assistant. They will also contact Jim Golembeski about the Board's continued support of the position. If the Alliance is able to support the position the funding needed by the Board would be 25%.

Topic 2: Financial review

John West shared the financials with the Board reviewing Jan. 1, 2016 to June 30, 2016. The Alliance is on target for the year with its financial goals.

Topic 3: CEO panel at Manufacturing First on Oct. 20, 2016

At noon on Oct. 20 there will be a CEO panel with invitations to manufacturing leaders throughout the state. WEDC is looking to be one of the sponsors for the luncheon and wants to talk briefly on the new productivity toolkit it has designed. CEOs from around the state that are part of regional manufacturing alliances will be invited. The program will include discussing statewide strategies to find talent today and in the future. CEOs will be sent 2-3 questions prior to the event that, once completed, will be sent to Ann prior. The program will conclude with the development of a Manufacturing Alliance Leadership Council that will develop strategies for the state and share best practices between the manufacturing alliances.

Topic 4: Michigan Tech visit

Scott Kettler shared that the leaders at Michigan Tech were very interested in working with the Alliance and bringing their best students to Internship Draft Day.

Topic 5: Taskforce Updates and American Promise grant

Talent: Internship Draft Day recruitment will start Aug. 4 with a new dedicated website for the event. NEW ERA is funding the project, but would like to have the Alliance partner in the future. A cost estimate will be shared with Ann in the next few months. The Alliance and NEW ERA would like to also host a training on "How to Host a Successful Internship." Last year's training was very well attended (approximately 50 people) and there continues to be interest in having the training. The training will be held on Sept. 22, 2016. The Machine Op training program is moving forward with significant interest from 30 employers. The goal is for the training to begin in early 2017. The training program will

have approximately 30 hours of classroom instruction, along with a significant hands-on knowledge verification at each attendees' manufacturing company. The employees will need to demonstrate proficiency on their company's machines.

K-12: Get Real Math filming completed. The Oct. 4 Get Real Math Premiere is all set at the Meyer Theatre. The taskforce will be sending out a parent survey on their impressions of manufacturing careers in October. The survey was originally done by SME. The five questions:

1. Manufacturing is a well-paying profession
2. Manufacturing is an outdated work environment
3. Manufacturing is dirty work
4. Working in manufacturing does not require any education beyond high school
5. Manufacturing is an exciting, challenging and engaging profession?

In addition, the K-12 taskforce is working on a survey that will go out to Alliance manufacturers on their engagement with schools, along with what schools are they working with in the region.

Communications: voted on All Stars with the following companies having at least one All Star: Heartland Label Printers, Lindquist Machine, Nature's Way, Sargento, EMT, Johnsonville Sausage, KI, Nercon Eng. & Mfg., Georgia Pacific and A to Z Machine. The taskforce has been working on a sponsorship form that will be sent to the membership once or twice a year. There has been interest from members on how to sponsor events and this form will help communicate these opportunities.

Interviews with: *Bloomberg, Plastics Today, Quality Digest and Industrial Equipment News.*

Excellence Awards: the voting was conducted and the winners are: Freedom High School, Oostburg High School, Sheboygan Area School District, Fond du Lac STEM Academy, FVTC, Masters Gallery Foods, KI, Nercon, NEW Water, Alliance Laundry Systems and Ariens & Endries Foundations.

Manufacturing First Expo & Conference:

Day 1:

Safety: Behavioral Based Safety & Human Error

Talent: Building a Culture around Shared Values & Building True Employee Engagement

Lean: Exporting: Lean Selling

Exporting: Cuba & Europe

Metals/Machine Builders: Conflict Minerals/Commodity Pricing & Emerging Technologies

Day 2:

500 high school students

100-150 graduating college students (request to sponsor 2 - \$500 scholarships to the attendees of the event to ensure participation).

Only a few booths remaining. 103 Alliance members either have an exhibit booths and/or the 4 free tickets.

America's Promise Grant: A letter of support from the Board is needed for the grant. The grant will provide money for employees to enroll in the Machine Op Upskilling Training and the 10 credit Certificate in Industrial Maintenance Mechanic Program.

Topic 6: Associate Member nomination

Hager, Dewick & Zuegler S.C. Associate membership nomination was unanimously approved with a motion made by Jeff and second by Scott.

Topic 7: Next meeting

The next meeting is on September 7 at 2 p.m. at CMD Corp.