

NEW Manufacturing Alliance

Board of Directors Meeting

January 9, 2019

2 p.m. – 4:30 p.m.

Sadoff

Minutes

Attendees: Jeff Anderson, Josh Delforge, John Dennis, Sue Dorscheid, Frank Hacker, Donald Jahner, Scott Kettler, Jim Koronkiewicz, Mark Lasky, and Ann Franz

Jeff welcomed Sue Dorscheid with Rockwell Automation as a new Board member. He thanked Mark Lasky for serving as the 2019 vice chair for the Alliance. Jeff also thanked John Dennis for serving as chair in 2018.

Topic 1: Review 2018: achievements, membership and financials

Feb. 17: **SeaPerch Underwater Robotic Competition** teams from Ashwaubenon, Brillion, Freedom, Green Bay, Marinette, Oconto, Seymour, and Shawano

March 7: **Talent Risk Management Summit** with Steve Trautman

April 24: **North Coast Marine Manufacturing Alliance's Associate Member Vendor Networking Breakfast**

April 24: **You can MAKE it in Northeast Wisconsin Expo** at Greenville Middle School 7th graders and 7th graders from Hortonville with over 200 students (new in 2018)

May 1: **ACP Partnership Breakfast** for Marinette County

May 4: Tour and meetings with administration and faculty at UW Platteville

May 22: **Engineering Technology Exploration** at Seymour High School with over 200 high school students (**new in 2018**)

May 31: **Great Lakes Naval Station Job Fair** representing Alliance members' job opportunities

June 7: **President's Cup Golf Scramble** at Blackwolf Run raising \$36,000 in college scholarships (**new in 2018**)

June 13-14: **Tech Ed Teacher Marine Manufacturing Careers Exploration** with tours at Marquis Yachts and Bay Shipbuilding plus a cruise on a yacht (**new in 2018**)

June 14: **Quarterly Alliance Membership meeting**

October is Manufacturing month ad campaign on Fox 11 – very successful promotion exceeding expectations (goal 20 companies/24 companies participated) featuring a manufacturing company on the morning and evening newscast (**new in 2018**). Mark shared that his company found a new customer that was directly from the ad.

October 2 – **Get Real Math Premiere** – 241 attendees from 93 different schools featuring new videos from Fincantieri Marinette Marine, Georgia-Pacific, Kohler Company, TIDI Products, and Werner Electric. 15 new videos filmed in 2018.

October 12 – Tour and meetings with the chancellor and administration at UW Stout

October 23 – **Excellence in Mfg./K-12 Partnerships Awards** - 380 attendees, \$11,000 raised in the auction

October 23 – **OEM Supply Chain Networking meeting** – over 100 attendees to this new program for the Manufacturing First Expo in which only exhibitors were invited to meet with Oshkosh Corp., Foxconn and 15 other OEMs/large manufacturers (**new in 2018**)

October 23 – **ACP Partnership meeting** – 102 attendees from schools throughout northeast Wisconsin

October 24 – **Manufacturing First Expo & Conference** - 1,134 attendees, 580+ high school students and over 200 exhibit booths, Bob Chapman

October 30 – Alliance **joint program with the Village of Howard** on Industry 4.0

November 8 – **Internship Draft Day** - 57 companies, 200+ students

December 6 – **Alliance Full Membership meeting** announcing the **2019 Northeast Wisconsin Manufacturing Vitality Study** and **2019 All Stars**

Additional highlights from 2018:

- \$65,000 Microsoft grant focused on Industry 4.0 and \$80,000 cyber security program
- National Talent award winner for Internship Draft Day from the University Economic Development Association
- National Business-Education award winner from the Association Career & Technical Education (ACTE)
- Increased Alliance scholarship annual awards from \$40,000 to \$45,000
- Established a 501c3 for the NEW Manufacturing Alliance's Scholarship Fund
- Hire a Hero program connecting Alliance members to veteran's seeking employment

- October the Alliance sponsored the bussing for over 1,000 students to go on plant tours
- Presented at the Wisconsin Technology Education Association, Wisconsin Mathematics Council conference, Lake County Community College in Illinois, ACTE conference, Neenah Club, Moraine Park Technical College Career Pathway meeting, Rockwell Automations breakfast meeting, WEDC's Chinese Investment meeting, Aspen Institute, Green Bay Convention & Tourism meeting, and Association of Equipment Manufacturers

47 new members in 2018 (29 manufacturers and 18 Associate members). Total membership is 267 (168 manufacturers, 52 Associate and 47 Affiliate).

Ann shared that she was able to place 4 different job seekers with Alliance member companies including BelGioioso, Marquis Yachts, Fabio Perini and Pacon. The roles range from VP in Marketing to production roles.

The Board reviewed the Alliance's financials. The organization remains fiscally sound with its best year in raising revenue and will now carry over a larger reserve than previous years.

Topic 2: 2019 goals/objectives and Board calendar

The Board reviewed the 2018 goals/objectives and will continue goals/objectives in 2019. The Board meetings will continue to be held on the first Wednesday of each month from 2 p.m. – 4 p.m. Jeff suggested having a half day retreat for the Board to set the 2020-2023 strategy for the Alliance. Steve Baue will be asked to facilitate the meeting, which will be held in March or April. The meeting date and location will be determined through a Doodle poll.

Topic 3: Quarterly Membership meetings

There was discussion on determining dates for the March and June membership meeting. The topic for the FVTC March 5th or 6th meeting will include an overview about membership benefits along with a review of the Alliance's website. Other topics are related to recruitment and retention strategies. Speakers include: PCMC, Oshkosh Corp., Sargento and Chad Kopitzke. In addition, a presentation on how to handle a problem employee was suggested. The June membership meeting will focus on the results from the Industry 4.0 survey results. The meeting will be held in the lakeshore area.

Topic 4: President's Cup Scholarship Golf Outing on June 6, 2019

Ann asked the Board who invited a president to attend last year's event to contact them for this year's golf outing. The event will be held on June 6 at Blackwolf Run River Course. Board members will receive an email from Ann identifying who they should contact. The presidents will need to confirm their status on playing by Feb. 28, 2019. Sponsors from last year's event will have from March 1 – 15, 2019 to determine if they are interested in sponsoring the event. All spots including the free golf for the presidents and sponsorships will be based on a first come first serve. The Alliance membership will then have an opportunity to sponsor the event after March 16. So far there are 5 companies that sponsored the 2018 event have indicated that they are once again interested in sponsoring the 2019 President's Cup.

Topic 5: Approve 2019 budget

- 2020 All Stars \$24,000
- Manufacturing First Expo & Conference \$15,000
- Excellence in Manufacturing/Education Partnerships Awards \$12,000
- Six ads in *Insight on Manufacturing* magazine \$3,300
- 2020 Northeast Wisconsin Manufacturing Vitality Index \$4,500
- Internship Draft Day \$5,000
- Get Real Math Video \$2,500
- Get Real Math Video Premiere \$1,000
- Scholarships \$45,000
- Tall Ships \$5,000

Scott Kettler made the motion, Mark second. The funding was unanimously approved.

Topic 6: Membership Recruitment & Associate Member approval

There are 3 Associate member applications:

- Time Counts Consulting (ERP System)
- Leighton Interactive
- Safety Connections (UW Oshkosh referral)

All the applications were unanimously approved.

Topic 7: Next meeting on February 6 at 2 p.m. at Plexus