

NEW Manufacturing Alliance

Board of Director Meeting

July 18, 2019

2 p.m. – 4 p.m.

BPM Inc.

Minutes

Attendees: Jeff Anderson, Bill Bartnik, Scott Kettler, Jim Koronkiewicz, Mark Lasky, Rick Recktenwald, Mike Rekitzke, Rob Weklar, and Ann Franz

Jeff Anderson announced Bill Bartnik will be taking over Frank Hacker's spot on the Board for Rockline Industries. He also shared that Paul Rauscher is interested in having Stan Blakney, president of PCMC, join the Board. All were in favor of inviting Stan as a new Board member.

Topic 1: Discuss Strategic Plan

The taskforces are working on recommendations for the Strategic Plan. They will be working on it at the July and August meetings with recommendations sent to the Board in September. The new Industry 4.0 taskforce is interested in working on a project. The Board agreed that they should look at working with Todd McLees in developing a project.

Topic 2: Discuss funding Alliance

The Board reviewed the January – June cash flow. The financial health of the organization is strong. The Board discussed the BAWDB no longer supporting 25% of the administrative for the organization. There was discussion on potential revenue streams: increase in dues (Associate members have not had a price increase), sponsorship opportunities (a member asked if we could offer an opportunity to purchase a spotlight that would be sent to the membership similar to what the Oshkosh Chamber sends out each month), grants, etc. The matter will be discussed at the next Board meeting.

Topic 3: Recap President's Cup

All that attended the President's Cup agreed it was a success. The event raised between \$38,000 - \$40,000, which exceeded last year's event at \$36,000. The Gold sponsorships sold out this year, however a company dropped out late, so there were 17 teams instead of 18. Wilson Jones shared with Mark Lasky that he would like to sponsor a team next year. It was agreed that the event will be held at Blackwolf Run's River Course on June 4, 2020.

Topic 4: Membership recruitment and approval of Associate members

There have been a few manufacturing companies that have been outside of the NEW North that have expressed interest in being a member. Usually they are a company that reside in a county touching a New North county. At this time we do not allow this company to join the organization. Associate members' businesses can be outside of the NEW North. The question for the Board is does it make sense to let manufacturers have the same opportunity as Associate members? If so, how much would their dues cost? Currently manufacturing companies' dues are based on how many employees are located in the NEW North. If we accept manufacturers outside of the New North, the bylaws will need to be changed. There could be a limit on the number of manufacturers outside of the New North as part of the bylaws change, such as 10% maximum. The discussion will be part of the September agenda.

There were two Associate membership applications:

1. Vantage Financial – Technology Equipment Leasing (Todd McLees recruited the company)
2. iSolved HCM

Jim made a motion to approve the two members with Jeff making the second, the motion was unanimously approved.

Topic 5: DPI grant for Manufacturing Careers Pathways

The Alliance is part of a consortium with NEW North on a DPI Careers Pathway grant. The Alliance will receive \$14,000. One of the work products of the grant is reviewing a Careers Pathways in Advanced Manufacturing. Board members reviewed the document and made suggestions.

Topic 6: Manufacturing First Expo's 'OEM Networking' programming

The Manufacturing First planning committee asked for suggestions from the Board on what OEMs to invite for the OEM Networking program. The Board suggested: Ariens Co., Amcor, FIVES Gidding & Lewis, Georgia-Pacific, Kohler Co., Mercury Marine, Oshkosh Corp., PCMC and U.S. Venture.

Ann shared the Greater Green Bay Chamber asked to partner with the Alliance on a 5 part series called, "Manufacturing Forward". The cost of the program is \$2,500. The ½ day once a month program will be in a cohort model with 20 companies. The topics over a 5 month period are:

1. Organizational Structure & Culture
2. IOT & Automation
3. Cyber Security
4. Technology Implementation
5. Human Capital Management

The Board agreed for the program to be shared with the membership. The Chamber will be giving 20% of the new proceeds to the Alliance.

Topic 7: Determine next meeting and location

Next meeting date is **September 4, 2019 at 2 p.m. at Pioneer Metal Finishing.**

Ann shared that Hewlett Packard is interested in presenting to manufacturers at an upcoming event that NWTC is hosting in September. The presentation will be sharing the work they are doing in 3D printing using metals, along with other work around Industry 4.0. The program will be held in September. Ann will share the details once they are finalized.

Another meeting that might be of interest to the Board is with the General Counsel from Mexico. This is similar to the General Counsel of the United States that Jim Koronkiewicz attended on behalf of the Alliance. The meeting date is tentatively August 28, 2019. More details forthcoming, once finalized.

Board members are asked to save the following dates for upcoming Alliance events:

- October 1 at 5 p.m. – 7:30 p.m.: Get Real Math Premiere
- October 29 at 3 p.m.: ACP Partnerships Roundtable meeting
- October 29 at 4:30 p.m. – 8:30 p.m.: Excellence in Mfg./K-12 Partnerships Awards
- October 30 at 8 a.m. – 4 p.m.: Manufacturing First Expo & Conference
- November 14 at 3 p.m. – 6 p.m.: Internship Draft Day