

NEW Manufacturing Alliance

Board of Directors Meeting

January 8, 2020

2 p.m. – 4:30 p.m.

Sadoff Iron & Metal

Minutes

Attendees: Jeff Anderson, Bill Bartnik, Stan Blakney, Steve Cahoon, Sue Dorscheid, Jim Koronkiewicz, Mark Lasky, Brad Nye, Rick Recktenwald, Mike Rekitzke, John West, Barb LaMue and Ann Franz

Mark Lasky is no the chair of the Alliance. He thanked Jeff Anderson for his service in that role in 2019. Mark welcomed Steve Cahoon as a new Board member.

Topic 1: Review 2019: achievements, membership and financials

Board members watch the 2019 Year in Review video: <https://youtu.be/YRdULe-o82E>.

Feb. 16: **SeaPerch Underwater Robotic Competition** teams from the following Middle Schools: Ashwaubenon, Brillion, De Pere, Green Bay, Howard/Suamico, Marinette, Seymour, and Shawano. The following parochial schools also attended: Bay City Christian, Pilgrim Lutheran, and St. Bernard.

March 5: **Membership meeting** with Chad Kopitzke and announcement of Industry 4.0 survey

March 19: **You can MAKE it in Northeast Wisconsin Expo** at Greenville Middle School 7th graders and 7th graders from Hortonville with over 200 students

April 2: **You can MAKE it in Northeast Wisconsin Expo** at Lombardi Middle School working with 6th graders with over 200 students (new in 2019)

April 15: Alliance led trip to **Northern Michigan University meeting** with faculty and staff.

April 16: **North Coast Marine Manufacturing Alliance's Associate Member Vendor Networking Breakfast**

May 2: **ACP Partnership Breakfast** for Marinette County

May 8-9: **Fort Leonard Wood Transition Veterans Job Fair** representing Alliance members' job opportunities.

May 22: **Industry 4.0 Faculty Tours & Dialogue** with 79 faculty/staff from colleges throughout Wisconsin and U.P.

June 6: **President's Cup Golf Scramble** at Blackwolf Run raising \$39,000 in college scholarships

June 18: **Quarterly Alliance Membership meeting** including the announcement of the Industry 4.0 and Retirement Intentions studies results.

June 19-20: **Tech Ed Teacher Big Trucks Careers Exploration** with tours at Oshkosh Defense and Pierce Manufacturing, including a ride on a JLTV on the test track.

July 26-28: **Tall Ships Festival** there were over 40,000 people in attendance in which the Alliance had a football field sized space featuring marine manufacturing careers, maritime museums and hands on activities.

October 1 – **Get Real Math Premiere** – 175 attendees featuring new videos from Ariens Company, Kohler Company Oshkosh Defense, Pierce Manufacturing and TIDI Products. There were 16 new videos filmed in 2019.

October 29 – **Excellence in Mfg./K-12 Partnerships Awards** – 425 attendees (record number), \$13,700 raised.

October 29 – **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. and 15 other OEMs/large manufacturers.

October 29 – **ACP Partnership meeting** – 80 attendees mostly educators and administration from New North schools

October 30 – **Manufacturing First Expo & Conference** - 1,200 attendees, 500+ high school students and over 200 exhibit booths.

November 14 – **Internship Draft Day** - 49 companies, 180 students

December 4 – **10 year anniversary press conference** for 2020 Northeast Wisconsin Manufacturing Vitality Index study.

December 5 – **Alliance Full Membership meeting** announcing the **2020 All Stars**

Additional highlights from 2019:

- \$20,000 Microsoft grant focused on Industry 4.0
- \$14,000 DPI grant
- 2019 National Business-Education award winner from the Association Career & Technical Education (ACTE)
- 2019 Wisconsin School Boards Honor Roll Award

- Became fully funded as of July 1, 2019.
- Hired a part-time marketing coordinator.
- New TV ad featuring a father and son working at CMD Corp aired in February and October.
- Industry 4.0 survey had 104 companies participate in the study.
- Retirement Intentions survey had 272 Alliance member employees participate in the study.
- Ann help place 4 entry level – mid level job seekers into Alliance member jobs from production to engineering to supply chain at the following companies: KI, Robinson Metal, Pioneer Metal Finishing and Bay Shipbuilding.
- Presented at the Ashwaubenon Business Alliance, Converting Influence, Department of Public Instruction, Fond du Lac/Envision, Hancock County Iowa, Sauk County, and Wisconsin Technical College System Faculty.

48 new members in 2019 (27 manufacturers and 21 Associate members). Total membership is 299 (186 manufacturers, 61 Associate and 52 Affiliate).

John West led the discussion on the Alliance’s financials for 2019 and 2020. Overall, the Alliance is strong financially, even with the discontinuation of funding from the Bay Area Workforce Development Board. There was a motion by Stan to approve the 2020 budget that was presented at the meeting, second from Rick. The 2020 budget was unanimously approved.

Topic 2: 2020 goals/objectives and Board calendar

The Board received the 2019-2021 goals/objectives. The Board will review it before the next meeting for approval.

The Board will continue to meet the first Wednesday of the month from 2 p.m. – 4 p.m. There was discussion on future meetings with Affiliate members. Ann will contact Jerry Murphy, new executive director for NEW ERA about a joint meeting in April. Barb will contact NEW REP about having the Alliance present at one of their upcoming meetings. There was also interest in meeting with the regional Chambers of Commerce leadership.

Topic 3: Quarterly Membership meetings

The December Membership meeting had approximately 250 people in attendance. Barb was thanked for including the Alliance’s meeting as part of the New North Summit. The next Membership meeting will be held on March 24, 2020 at FVTC from 8:30 a.m. – 10:30 a.m. A date for the June meeting will need to be determined, along with location. Topic for the March membership meeting will be focused on talent recruitment. A suggestion is featuring organizations that work with targeted populations: Apricity, My Brother’s Keeper, Forward Services, and Lakeside Packaging. The 18-30 year old study on individual’s perceptions of manufacturing and how they search for jobs will be featured at the March 2020 meeting.

Topic 4: President’s Cup Scholarship Golf Outing on June 4, 2020

The Board recommended no changes to the event. The Board will need to start recruiting presidents for the 2020 President’s Cup. Below is the list of last year’s presidents and who was the point person in having them participate in the event (names in red are Board members):

Team	Featured President	Featured President/VP
Team 1	Kurt Voss, Amerilux International	Mark Kaiser, Lindquist Machine Corp.
Team 2	Paul Rauscher, EMT International	Nicholas Ariens, Ariens Company
Team 3	Kim Bassett, Bassett Mechanical	Louie Gentine, Sargento Foods
Team 4	Lanny Viegut, Carnivore Meats	Curt Ignacio, Marion Body Works
Team 5	Rob Parmentier, Marquis Yachts	Matthew Vetzner, Marquis Yachts
Team 6	Jamie Veaser, Machine Plus	Uli Unterriker, Optima Machinery
Team 7	Mark Lasky, Sadoff Iron & Metal	Wilson Jones, Oshkosh
Team 8	Rick Recktenwald, Walker Forge	Ann Franz, NEWMA
Team 9	Dave Bolland, Plymouth Foam	Glen Tellock, Lakeside Foods
Team 10	Mark Kallas, PanelTek	Tim Ellsworth, Georgia-Pacific
Team 11	John Dennis, Gardan	Mark Biznek, Kohler Co.

Team 12	Jan Alman, Fincantieri Marinette Marine	Mark Hogan, WEDC
Team 13	Tim Pittner, Bemis Manufacturing	Harry Sydney, My Brother's Keeper
Team 14	Jeff Anderson, Precision Paper Converters	Marty Girga, Fives Giddings & Lewis
Team 15	Erich Pfiefer, Marine Travelift	Ryan Prickette, Rockwell Automation
Team 16	Tad Campana, Services Plus	Scott Kettler, Pioneer Metal
Team 17	Ricardo Abud, CMD Corp.	Stan Blakney, PCMC

The following people will be contacting the presidents that participated in last year's event:

Mark Kaiser – Kurt Voss

Paul Rauscher – Dan Ariens

Mike Rekitzke - Rob Parmentier

Mark Lasky – Wilson Jones

Jim Koronkiewicz – Jan Alman

Sue Dorschied – VP from Rockwell Automation

Ron Buchinger – Ricardo Abud

Dale Kratz – president/CEO/VP of Plexus

Brad Nye – president at Alliance Laundry

Board members are encouraged to invite other presidents that they may know to the event. The president can invite another CEO/president to golf with them at no cost. Ann will send the event flyer to the Board members.

Ann will contact the remaining participants from last year. The goal is to have all presidents confirmed by Feb. 28, 2020. Board members that participated in last year's event should confirm with Ann that they will be playing again this year.

Topic 5: Approve 2020 budget

- 2021 All Stars \$30,000
- Manufacturing First Expo & Conference \$20,000
- Excellence in Manufacturing/Education Partnerships Awards \$25,000
- Six ads in *Insight on Manufacturing* magazine \$3,300
- 2021 Northeast Wisconsin Manufacturing Vitality Index \$4,500
- Scholarships \$50,000
- Upgrade Alliance website: \$5,000
- Todd McLees/Pendio Group: \$5,000

There was a motion to approve the 2020 expenses by Stan, second from Rick. The 2020 expenses were unanimously approved.

Topic 6: Membership Recruitment & Associate Member approval

Mark encouraged Board members to recruit new members. He also informed the Board members that he, along with Ann met with Jason White with Oshkosh Economic Development Corp. about how to promote the Alliance to Oshkosh businesses. Board members would like Ann to send them a current list of members.

There were two Associate membership applications: SMET and Zenith Transport. Motion to approve both applications made by Bill and second by Stan, motioned unanimously approved.

Topic 7: Next Board meeting will be held on February 5 at 2 p.m. at PCMC.