

N.E.W. Manufacturing Alliance
General Membership Meeting Minutes
December 7, 2011
Radisson Hotel & Convention Center

Welcome and introductions

Presentation by Jeff Pallini, President of Fosber America and Chair for the NEW Manufacturing Alliance

Jeff gave highlights to the work done by the Alliance in 2011:

- January 2011: Doubled the number of \$1,000 college scholarships for high school seniors from 4 to 8
- February 2011: Announced the first ever [Manufacturing Vitality Index](#)
- March 2011: [Occupational Skills Shortage Survey](#)
- June 2011: Co-sponsored the “Manufacturing the Future” documentary aired on PBS
- October 2011: Manufacturer/Educator Summit - over 70 educators attended the meeting, in which the Alliance paid for the sub costs for math teachers to attend. Math teachers were given a manufacturing careers lesson plans and videos for their classroom.
- October 2011: Manufacturing First Expo & Conference – 500 attendees & 73 exhibitors. Alliance members were given a free exhibit booth along with 4 free tickets to the event.
- December 2011: Fourth Annual All-Star awards
- December 2011: [Second Annual Manufacturing Vitality Index](#)

Mickey Noone from First Business Bank and Brian Rasmussen from Insight Publications presented the Alliance a check for \$3,000 from the proceeds from the Manufacturing First conference to be used for Alliance college scholarships.

2012 Manufacturing Vitality Index

The NEW Manufacturing Alliance commissioned the second annual “Manufacturing Vitality Index” study. The Business Success Center at the University of Wisconsin – Oshkosh administered the study in November 2011. The study asked northeast Wisconsin manufacturers that have 3 million dollars of more in revenue and 25 or more employees questions related to business growth, plant modernization and workforce growth & recruitment. There are 392 companies that were in the target population and 193 of those answered the telephone survey.

Key points:

- 94% expect their financial health in the next 6-12 months to be healthy or quite healthy
- 71% expect sales increase in 2012
- 36% plan on modernization in the next 12-24 months
- 43% expect to hire in 2011
- 45% believe they will have difficulty finding talent compared to last year’s study that found 29% believed they would have difficulty locating talent
- Occupation sectors most difficult to fill is production workers at 55%, engineers at 12% and Office & Administrative at 10%

- Occupation title hardest to fill (in order of difficulty): CNC machinist, assemblers, welders, engineers, machine operators and sales representatives

The study will be shared with K-12, colleges and job centers throughout northeast Wisconsin. The state is also looking for this information, so it can target training for occupations that are hard to fill.

2012 All Stars

The Alliance's fourth annual All Star awards were announced at the New North Summit. At the General Membership meeting, the 100+ attendees watched a compilation video of all of the winners. The winners are:

2012 All Star Mentors

Mike Masar, Project Engineer from Georgia Pacific

Cynthia Schmoller, Master Data Manager from Sargento Cheese

2012 All Stars

Cody Blauert, Fabricator from Bassett Mechanical

Christopher Corbeille, IT from Fox Valley Metal Tech

Christopher Faulkender, Production Technician from Nicolet Plastics

Heather Hoheneder, Assembler from Tyco Safety Products

Mike Huesemann, Maintenance Planner from Johnsonville Sausage

Martha Jarosh, Production Supervisor from Sargento Cheese

Jaclyn Novak, Technical Writer from Rockline Industries

Jason Plutz, Electrical Engineer from CMD Corp.

Josh Rolfing, General Manager from Metals Engineering

Kristin Zenker, Manufacturing Engineer from Georgia Pacific

Presentation by Chris Yuan from UW Milwaukee about its Industrial Assessment Center

Chris Yuan explained that UW Milwaukee received a Department of Energy grant that the Alliance co-sponsored. The center will provide small and medium-sized manufacturing companies with assistance in improving energy efficiency, reducing solid wastes and improving manufacturing productivity. The assessment is free for manufacturers. Past assessments averaged a cost savings of \$40,000-\$50,000 per year. In order for a manufacturer to be considered, it must have less than 500 employees, annual sales below \$100 million and an annual energy bill of \$100,000 to \$3,000,000. UW Milwaukee can only work with 25 manufacturing facilities each year. For more information go to: www.uwm.edu/iac or contact Chris Yuan at 414-229-5639 or cyuan@uwm.edu.

Next General Membership meeting, March 8, 2012 at noon, location to be determined.