

## **Development Task Force Meeting Minutes**

August 11, 2011

Aarrowcast

8:30 a.m.

### *Minutes*

Members present: Ernie Remondini, Julie Wendt, Connie Heise, Joe Guell, Mark Hatzenbeller, and Ann Franz

#### **Topic 1: Results from the incumbent worker**

The Business Success Center at UWO has completed the incumbent worker survey. Two-thirds of the Alliance membership completed the survey. The results are attached. A synopsis of the skill gaps:

- Greatest need: Conflict resolution skills
- Second need: Advance computer skills (CNC, Microsoft, CAM, PLC)
- Third need: Critical thinking and problem solving
- Fourth need: Team building and leadership

Mark shared that he has heard similar concerns from companies he works in his business. He added that Centergy (similar to New North) did a comparable study and the results were similar. Task force members are encouraged to review the findings and be ready to discuss at the next meeting.

#### **Topic 2: Pinpointer list and UWO list for recruitment**

The Communications task force produced Executive Summaries for the Manufacturing Vitality Index and Occupational Skills Shortage studies done by UWO. A majority of the 180 respondents had requested a summary of the results. The summaries will be sent to the study respondents, along with the new recruitment brochure for the Alliance. The respondents will be cross referenced with the Pinpointer list.

#### **Topic 3: Manufacturing First conference**

The Alliance is co-sponsoring a manufacturing conference/trade show with Insight Publications and First Business Bank. The event is taking place on October 26, 2011 at the KI Convention Center in Green Bay. The event is designed with facilitated networking sessions for manufacturers to meet with other manufacturers to discuss best practices and develop relationships to grow their business. Participants will be part of the conversations facilitated by leaders on various topics such as Defense Contracts & Supply Chain, Regulatory Issues, Process Improvement & Automation, and Workforce Needs & Worker Training. As a sponsor of the event, all Alliance members will receive a free exhibit space in the expo (\$450 value) and 2 free tickets to the event (\$100 value). This in turn will be an added membership benefit for the Alliance to use to recruit new members. Mark believes this type of conference is needed in northeast Wisconsin. WMEP's "Manufacturing Matters" conference held in Milwaukee in April had more than 50 percent of the attendees come from the New North.

#### **Topic 4: Update on new members and prospective members**

There are several new members, since the last task force meeting. The new members are: Optima Machinery Corp., Karl Schmidt Unisia, Rockline Industries, Sargento Cheese. The two new Associate members are: Energis and First Business Bank. Companies that have been approached and are determining if they are going to join are: Belmark, Hudson Sharp, Associate Bank, Koss Industries and Repair & Machine. Mark said that he would contact the president at Belmark.

#### **Topic 5: Next Steps**

The task force discussed the need to help Alliance members find talent for their job openings. One suggestion was to go to Wisconsin communities with high unemployment and recruit job seekers. The Alliance will first target the Kenosha area. Ann will contact the Job Center about having a recruitment table in either September or October. If there is interest from job seekers; a future job fair with Alliance members would follow in the Kenosha area. Another area to work on is targeting Hispanic and Hmong leaders about how our organization can connect with their members about employment opportunities. Ann will research who are the contacts.

**Next meeting: September 8 at 8:30 a.m. at Lindquist Machine.**