

# Minutes

North Coast Marine Manufacturing Alliance Meeting  
Thursday, May 18, 2017  
8:00 to 9:30 AM  
NWTC – Green Bay, WI

**Type of Meeting:** Steering Committee Meeting  
**Note Taker:** Debbie Thompson  
**Attendees:** **Josh Delforge**-Marquis, **Joe Draves**-NWTC, **Connie Loden**-New North, **Tracy Schneider**-KCS/Cruisers, **Ann Franz**-NCMMA, **Debbie Thompson**-NCMMA

## AGENDA TOPICS

## PRESENTER

### SUPPLY CHAIN MARKETPLACE – NEW NORTH

Connie Loden

This New North Supply Chain online marketplace introduces suppliers to new market opportunities, with the objective of creating increased market exposure and ultimately increased sales. Participation is free and each participating company will receive access to market intelligence, industry diversification strategy, and opportunities for new work through searchable company profiles. Members can find and connect with suppliers for their business, as well as be found by other businesses.

The Supply Chain Marketplace Directories will:

- Highlight company capabilities.
- Be searchable via keywords and categories.
- Be a connecting interface for business-to-business transactions.
- Organize suppliers for new go-to-market opportunities.
- Make locating suppliers as easy as entering a few key strokes.
- Allow suppliers to easily update and edit their profile.

Members who enter a profile can post an RFP and their job openings. News can also be posted on their online supplier newsletter that has approximately 6,000 readers. The more the site gets used, the more valuable the site will be. The hope is North Coast members will enter their profile (takes approximately 15 minutes) by July. The WEDC is looking to expand the site statewide. Visit New North's [website](#) to learn more and register your company for this **free** service.

Connie Loden will be speaking about this new opportunity at the full membership meeting in June, in addition to the Supplier Partnership Breakfast in July.

## PROMOTION OF NCMMA TO NEWMA MEMBERS

### Associate Member Breakfast in July

Ann will email the membership to confirm the **Thursday, July 20** date for the Associate Member Breakfast. The event will be held at **NWTC's Corporate Conference Center on the Green Bay Campus, 8:00 to 9:30 a.m.** Each marine builder should have at least two people from their organization in attendance, including their purchasing manager. The agenda is as follows.

- Buffet breakfast
- NCMMA Overview
- Report out by each marine builder regarding their company, sales projections/new developments and preference for how suppliers can connect with their company.
- New North's Supply Chain Marketplace Software
- Each supplier will have two minutes to provide a brief overview about their products/services.

Since Ann emailed the NEWMA membership, many companies have requested the benefit of dual membership. Approximately 26 manufacturing companies are estimated to attend the Supplier Partnership Breakfast.

## NEXT STEPS

- ✓ Confirm the July 20 date for the Partnership Breakfast.
- ✓ Confirm attendees. Looking for leaders from each organization and a purchasing manager to attend.
- ✓ Have each supplier build out their Supply Chain Marketplace profile by July.
- ✓ Enter at least one RFP in the Supply Chain Marketplace software by July.

	<b>TRAINING PROGRAM TO DEVELOP JOB SEEKER/NEW HIRE SKILL SETS</b>	
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Jim Golembeski of the Bay Area Workforce Development Board is waiting for the funding to be approved. Jim should know the allocation by June.

Members are considering doing a pilot of 10-12 people. Composites pre-training will give job seekers a better understanding of the overall expectations. The training will allow new hires to enter the field with applicable skills. An employee of Marquis Yachts will help provide the training.

	<b>SEAPERCH ALUMNI GROUP – KEEPING KIDS INTERESTED</b>	
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Since the last meeting (April), Ann sent all the SeaPerch team coaches information regarding upcoming STEM opportunities.

Ann suggested adding social media to the regional SeaPerch experience. Snapchat, Facebook, etc. can be used to promote NCMMA STEM opportunities. SeaPerch participants could be given extra points for uploading photos to NCMMA social media outlets. This will be discussed at the August meeting.

**NEXT STEPS**

- ✓ Search other SeaPerch sites to see how they are utilizing social media.

	<b>WISCONSIN MARITIME MUSEUM ROV CAMP &amp; SUBFEST UPDATES</b>	
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Since the April meeting, a new 'Family Events & ROV Camps' page has been added to the NCMMA website. The following events have been added to the webpage.

[2017 ROV Summer Camp](#) - July 22-23, July 29-30, and August 5-6 - Ages 12-14 – Manitowoc, WI - This program offers hands-on STEM education in the classroom and on the water. Jerry Clusen shared that this is a great event for kids who participated in SeaPerch.

[SUBFEST](#) – July 7-9, 2017 – Manitowoc, WI – Don't miss this unique event that offers something for everyone! Music, food, sidewalk sales, waterski show, self-guided submarine tours, fireworks, kid-friendly activities, and so much more.

	<b>NEXT MEETING</b>	
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The next NCMMA meeting is the **Partnership Breakfast scheduled for Thursday, July 20, 2017 – 8:00 to 9:30 a.m. at NWTC's Corporate Conference Center**. Members were also reminded of the NEWMA full membership meeting on June 1 at the Holiday Inn in Manitowoc, 12:00 to 2:00 p.m.

**AUGUST Meeting Agenda**

- ✓ SeaPerch – Overall Review & Social Media
- ✓ Website Review for Possible Upgrade
- ✓ Partnership Breakfast Recap