

Notes

1. Mission and vision of cluster:

Vision: The San Joaquin Valley is the location of choice for advanced and agile manufacturing.

Mission: To create a collaborative and asset-rich environment that creates alignments, expands, and attracts manufacturers to increase the economic vitality of the San Joaquin Valley.

Purpose: To exude a strong, unified voice when communicating with regional, state and national entities on issues impacting the manufacturers in the San Joaquin Valley. This Cluster is designed to help manufacturers find solutions for issues including: employment and training, research, regulatory compliance, CTE, import and export, and networking with other industry partners for collaboration and greater success.

2. Decide how many meetings will we hold per year and where?

We will have 3 events per year and 3 manufacturing cluster meetings. The location of our next meeting will be at the Blue Dolphin Engineering facility in September. The December cluster meeting will be held at Betts facilities. We will rotate the location of each meeting at different cluster members' facilities.

4. Decide the length and format of the meetings.

Meetings will be no longer than two hours. The first hour for general business and the second hour a value speaker presentation with quality take a ways for attendees. The agenda committee will put together the agenda and format for each meeting.

Agenda Committee: Mark Jackson, Ron Heskett, Mike Betts, Daniel Eisenberg, Al Solis, Lonnie Petty, Gurminder Sangha

5. Discuss the three events we will hold and or participate

- The Manufacturing Summit in March (tentative date March 18th)
- Manufacturing Day on October 2nd
- CTE Career day on October 14th

Action Items for these events:

1. The Manufacturing Summit will be held in Fresno in 2016, Visalia in 2017, Modesto in 2018, Fresno in 2019, and Visalia in 2020. Karmjot will pick a date in March 2016 and venue in Fresno that will accommodate our anticipated and planned growth. The planning committee will meet in August to begin the planning process.
2. The Fresno/Madera Manufacturing Day events on October 2nd planning process will be led by Lori Morton. The planning committee of Lori, Gurminder, Mike, Deborah will meet in August Betts Company has offered to sponsor student tours.
3. Career Expo Night on October 14th. The Manufacturing Cluster will have a booth at the Expo. We will be there in support of our manufacturing and service businesses, our students and education. We will promote manufacturing in the CV and answer questions and provide information to the attendees about our cluster and how they can learn more about our manufacturing businesses in the region.

6. Discuss topics we would like our speaker series to cover and how often we should have a speaker at our meetings?

- California Environmental Quality Act (CEQA)
- Manufacturing Programs by SCCC
- UCAM
- WIB services
- ETP & OJT
- New and Emerging Technologies
- Industry presentations i.e. JBT Apprenticeship Model
- Human Resources Issues
- Lean Manufacturing & Best Practices
- New rule and regulations that impact Manufacturing
- Energy Efficiency and Management

7. Decide how we will develop our outreach list for all future events and outreach to new prospects interested in joining our Manufacturing Cluster.

The outreach committee will work to put together a script for cluster members to use when we approach potential new partners. Once this script is prepared we will share with members and set goals for new partner outreach.

Outreach Committee: Kathy Bray, Deb Nankivell, Al Solis, Mike Betts and Karmjot Grewal

8. Review our Business Development Manager job description and cover how the position will be funded.

We have one investor proposal for \$25,000 thus far. This BDM's primary role is connecting people, organizations and sectors in order to leverage resources and achieve specific goals. The BDM will work with the chair of the Fresno Region Manufacturing Cluster (FRMC) to

provide leadership for the cluster, increase membership, facilitate activities, and provide a unified voice and central contact. In addition, the BDM will work with staff from multiple agencies that do outreach to industry to unify messages, align efforts and leverage resources. BDM Compensation Package: Mike Dozier, Mike Betts, Ram Nunna and Gurminder Sangha will develop a compensation and benefits package for our cluster BDM position. They will complete the offer package by July 15th.

9. Immediate Next Steps for Fresno/Madera:

- Develop strategic action plan for Fresno/Madera.
- Hire business development manager (BDM)
- Develop comprehensive contact data base of local manufacturing, government and education constituents to provide foundation for outreach efforts.
- Conduct systematic outreach to stakeholders to expand active participation.
- Plan and administer Manufacturing Cluster meetings, including development of long-term calendar of speaker/presenters who can provide value to the participants.
- Partner with staff with BDM type responsibilities from partner organizations in order to leverage resources, share what works and strengthen relationships.
- The Manufacturing Summit will be held in Fresno in 2016, Visalia in 2017, Modesto in 2018, Fresno in 2019, and Visalia in 2020. Karmjot will pick a date in March 2016 and venue in Fresno that will accommodate our anticipated and planned growth. The planning committee will meet in August to begin the planning process
- The Fresno/Madera Manufacturing Day events on October 2nd planning process will be led by Lori Morton. The planning committee of Lori, Gurminder, Mike, Deborah will meet in August.
- Betts Company has offered to sponsor student tours for Manufacturing Day
- Career Expo Night is on October 14th. The Manufacturing Cluster will have a booth at the Expo. We will be there in support of our manufacturing and service businesses, our students and education. We will promote manufacturing in the Central Valley and answer questions as well as provide information to the attendees about our cluster and how they can learn more about our manufacturing businesses in the region.

10. Future Discussion Items

- Gurminder Sangha suggested we declare the month of October at the “Manufacturing Appreciation and Awareness Month. Gurminder suggested bring your children to work and perhaps employees can bring their children too. The children would be a job shadow experience.
- Richard Kalashian mentioned a concern that the other employees may see the Manufacturing Cluster only for Manufacturing. He suggested we do our best to collaborate with the other clusters to ensure that we are well coordinated and not having too many activities. We agreed we need to collaborate with the other clusters.

11. New Members

We welcomed four new members Daniel Eisenberg of Irritec USA, Lonnie Petty of Strategic Mechanical, Kathy Bray of Denham Resources, and Al Solis of the Fresno Chamber of Commerce.