



Manufacturing Cluster Committee Meeting-Notes

December 3, 2015 ▪ 3:00 PM – 5:00 PM

Betts Company

2843 South Maple Avenue Fresno, CA 9372

Mike Betts opened the meeting at 3:05pm and asked that everyone in the room introduce themselves and who they represent. There were 29 attendees and six call in's.

Mary Willis, Coordinator of Internships and Professional Experiences Jordan College of Agricultural Sciences and Technology California State University, Fresno, mentioned and shared a flyer with our members on a Services for Employers program she manages on how to recruit interns from the Jordon College. If interested our cluster members can contact Mary at 559-278-4207 or email her at mwillis@csufresno.edu.

Mike spoke about the progress being made to increase membership in the Manufacturing Cluster including the progress towards bringing on a business development manager for the Cluster. He stated our key partners in the community are stepping up to help us make this position a reality. Our Cluster has doubled in size over the past six months.

Ron Heskett gave a report about the October Manufacturing Day events in Fresno and Madera County. Ten manufacturing companies in both Fresno and Madera participated. Students and instructors from our local CTE programs in our high schools participated in the tours.

Our Manufacturing Cluster participated in the Fresno County Office of Education Career Tech Night. Several of our cluster members had booths at the event. The event has tripled in size since its beginning three years ago. Lori Morton is our lead partner on this effort.

Mike reported on the planning progress for the Manufacturing Summit scheduled for March 3, 2016. The Agenda Committee has been putting together breakout sessions that will cover a broad range of issues. Mike also read a list of industries that are sponsoring and/or exhibiting at the Summit. We have 21 sponsor/exhibitor commitments thus far. If you are interested and have not yet signed up please do so soon.

Mike reported that the National American Manufacturers Association is working with our cluster in providing a key note speaker for our Manufacturing Summit who will highlight the importance of manufacturing to our country and state; and, who will speak to why manufacturing in the Central Valley is the wise choice to locate your manufacturing business. We will want the key note to speak to the importance of our theme, Smart Manufacturing!

Bob Gilson of CMTC is working with Mark Jackson of Blue Dolphin on an exciting program on 3D Printing/Additive Manufacturing for our Summit. Our hopes are that we will have machines at the Summit that will produce small, medium and large parts throughout the day.

Bob Gilson of CMTC is working on a Robotics breakout session that will be amazing. There have been new laws established through ANSI that have been supported by OSHA on movement and handling while operating robots. The new laws will be highlighted in the presentation.

Gurminder Sanga our Deputy Sector Navigator from the State of California Junior Colleges handed out a flyer on PLC training that the agenda committee will consider for the Manufacturing Summit. Gurminder is going to work with our local partners Allied Electric and Rockwell Controls to insure we make the training available at a minimal cost. The idea received good support to move forward.

Gurminder handed out a flyer on Lean Training that will take place at Fresno State on February 12th and 26th from 8:00 to 12:00 at the University Business Center at Fresno State. The program is a two day program and costs \$199.00 per person. Ron Heskett of Borga Steel Buildings stated his employees attended this program earlier this year and it is a good program.

Mike introduced Tom Mendes from the California State Board of Equalization, one of two speakers for the meeting. Mr. Mendez gave a presentation and

provided handout information on how manufacturers can take advantage of sales tax rebates for machinery purchased for manufacturing. Mr. Mendes went through the website and showed the forms needed to apply for the funds. We learned that sales taxes on forklifts used in the process for manufacturing are included for the reduced rate. Q & A ensued and our members thanked Mr. Mendes for his presentation.

Mike introduced the second speaker, Blake Konczal, Director, Fresno Regional Workforce Investment Corporation. Mr. Konczal handed out the 2014 Employment Survey Report. The report depicts results of an employer survey that identifies potential job opportunities for the next three years. Mr. Konczal also talked about a \$1million grant called "Slingshot" that the WIB is receiving to provide training for Valley businesses. Mr. Konczal listed a number of training opportunities and opened it up for questions. Cluster attendees asked about incumbent training, apprenticeship and other types of training to determine whether the funds could cover the training. The general feel was that the funds were a good opportunity to pursue and learn more about. Q & A ensued and our members thanked Mr. Konczal for his presentation.

Mike handed out an article received from CMTTC regarding Smart Manufacturing. It was felt that there was a great deal of good information in the article. Please let us know your thoughts? You may come up with other ideas for our planning for our summit.

Mike brought up the March 3rd, 2016 Manufacturing Summit and asked if there were any suggestions from the group about ideas for breakouts. Dan Sousa suggested a breakout detailing training opportunities through the Community Colleges that might be appropriate since many manufacturers have little understanding as to what is available to them. Becky Barabe from Merced College concurred. Mike supported their offer to work together and stated the committee is looking forward to reviewing their proposed presentation. Daniel Eisenberg of Irritec asked that their presentations be fact based with all the details being clearly spelled out.

Mike Dozier committed to working with Darryl Baltazar of the Barry-Wehmiller Design Group and Mark Pittman of MMR on two breakouts on energy. One breakout on ways you can invest in alternate energy that will depict the cost and

payback timing and a second breakout on working with a California coalition on developing a more affordable energy policy for our California Manufacturers. Why are energy costs for our manufacturers in California in many cases two to three times higher than other states?

Before the meeting closed Dorothy Rothrock shared that the CMTA is working to extend the BOE state tax reduced cost program well beyond 2017 hopefully to 2025 or beyond. Thank you Dorothy for your efforts to help our manufacturers.

Action items to consider for our next Manufacturing Cluster Meeting included having a speaker from the Board of Governors Task Force for the State of California “Doing What Matters” share the final report that was just published and what all the next action steps mean to improving education within our Career and Technical Education programs in our High Schools and Junior Colleges. Gurminder has contacts who he will work with that can provide this presentation.

Becky Barabe and Dan Souza will work together to put together an update on what is available or will become available for Mid-Level Supervisory Leader Trainings. This along with Maintenance Mechanics Trainings were highlighted as top priorities from our cluster members. If these topics could be addressed at our next Manufacturing Cluster meeting that would be wonderful.

Mike committed to our cluster members that Karmjot upon her return next week will send out the date for our next meeting.

Mike thanked everyone for attending our meeting!

The meeting was closed at 5:10pm.