

MAIN STREET MONTANA PROJECT

A BUSINESS PLAN *For Montana by Montanans*

Action Plan

Manufacturing

Key Industry Network (KIN)

Topic Areas Identified for Small
Group Discussion

Remember, the 5 Pillars of the Main Street Montana Project form the context for KIN discussions

1. Train and Educate Tomorrow's Workforce Today
2. Create a Climate that Attracts, Retains and Grows Businesses
3. Build upon Montana's Economic Foundation
4. Market Montana
5. Nurture Emerging Industries and Encourage Innovation

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MANUFACTURING KIN MEMBERS

Co-Chairs

K.C. Walsh, *Simms Fishing Products*

Bert Robins, *Seacast*

Mike Robins, *Seacast*

Kin Members

Neal Blossom, *American Chemet Corporation*

Gary Byers, *Creative Sales*

John Elsberry, *Crazy Creek Products*

Britt Fred, *Northwest Paint*

Ken Green, *Timberline Tool*

Mike Groff, *PDM*

Jim Haider, *GTUIT*

Larry Hall, *S&K Electronics*

Bill Harp, *General Mills*

Doug Hein, *ATK Accessories-Plastics Center*

Susan Humble, *Anderson Steel*

Alternate: Scott Ogeka, *West Paw Designs*

Ken Johnson, *CM Manufacturing*

David Kirkpatrick, *Applied Materials*

Tracy Lofstrom, *Cleanwaste*

Casey Malmquist, *SmartLam*

Jim Markel, *Red Oxx Manufacturing*

Pat Miller, *PFM Manufacturing*

Karl Moritz, *Lattice Materials*

Steve Muellner, *Montana Silversmiths*

Eric Smith, *Boeing Helena*

Spencer Williams, *West Paw Designs*

Bryan Wood, *Wood's Powr-Grip Inc.*

Jim Wright, *Proof Research*

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- **The results of the September 26 Manufacturing KIN meeting identified 10 topics for small group discussion**
- **Working with MSMP Staff, your KIN co-chairs have condensed and shaped these topics into 5 discussion groups: A-E, as set forth on the following slides**

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- **Each discussion group should answer the following questions:**
 - How important is this issue, or are these issues, to our industry? i.e., should it/they be a priority for our KIN?
 - What is one specific action, or set of actions, that should be taken to yield positive change and results?
 - Who needs to be involved, and how should this action or set of actions be accomplished?
 - How long should it take to accomplish this action or set of actions?

MAIN STREET MONTANA PROJECT

A BUSINESS PLAN

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The following slides identify the discussion topics. In each, we have provided some possible tasks for consideration. You are not, however, constrained by these potential tasks; you are free to disregard them, or use them as a guide for your group discussion and outcomes.

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Manufacturing KIN

Key Industry Network

Action Plan – Topic Areas

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Action Plan: Group A Topic Areas

Pillar 1: Train and Educate Tomorrow's Workforce

1. **Expand Apprenticeship programs and usage by manufacturers and jobseekers/students;**
2. **Create a Manufacturing Image and Career Awareness Campaign;**

Potential Tasks for Consideration:

- Identify best apprenticeship practices in Montana and in other states.
- Identify actions that can be taken to coordinate and align the needs of employers with curriculum and programs in our K-20 system (including community and tribal colleges).
- Identify actions that can be taken to expose students in our middle and high schools to career opportunities in the manufacturing industry.

Members Who Signed Up for these Topics at the September 26 Meeting:

Mike Robbins

Bryan Wood

Casey Malmquist

Shawn Humble

Neal Blossom

Jim Wright

Doug Hein

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Action Plan: Group B

Overlap of Pillar 2 Attract, Retain and Grow Business and Pillar 5 Nurture Emerging Industries

- 1. Expand and Promote MMEC;**
- 2. Increase Access to Capital;**
- 3. Increase and improve access to Entrepreneurship classes;**

Potential Tasks for Consideration:

- Outline steps to obtain more funding and better marketing of MMEC.
- Identify actions that can be taken to increase and enhance the availability of capital for manufacturing related businesses.
- Identify actions that can be taken to support innovation in the manufacturing sector, to increase capacity, encourage growth and/or develop cleaner technologies.
- Identify variations in the types of capital available along with any problems/barriers associated with traditional capital markets that may limit Montana company's access to needed funding.

Members Who Signed Up for these Topics at the September 26 Meeting:

Ken Johnson
Sara Bren
Jim Haider

Pat Miller
Neal Blossom

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A BUSINESS PLAN

For Montana by Montanans

Action Plan: Group C

Pillar 3 Build Upon Montana's Economic Foundation

1. Find new markets and products in Post-Processing of Natural resources
2. Find Transportation Solutions

Potential Tasks for Consideration:

- Identify specialized equipment and technology needed to explore and extract new products and markets in Montana.
- If there are regulatory issues that affect these issues, identify specific statutory or regulatory provisions that could and should be modified or eliminated.
- In doing so, specify the reasons and justifications for modification or elimination of each statute or regulation and, where possible, identify ways to improve, streamline, or modify the regulatory system.
- Identify ways to increase export opportunities and imports of manufacturing inputs
- Study the feasibility of creating a Montana transportation co-op to reduce shipping costs.

Members Who Signed Up for these Topics at the September 26 Meeting:

Tracy Lofstrom

Jim Haider

Bryan Wood

Neal Blossom

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Action Plan: Group D Pillar: 4 Market Montana

1. Re-think and upgrade the “Made in Montana” brand;
2. Leverage Big Box Buyers interested in Buy America;

Potential Tasks For Consideration:

- Identify actions that can be taken to increase market penetration of all segments by Montana’s manufacturing sector.
- Identify best marketing practices of other states and agencies looking at examples such as the Pure Michigan program and the DoD / SBIR model.

Members Who Signed Up for these Topics at the September 26 Meeting:

Steve Mueller

KC Walsh

Gary Byrd

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Action Plan: Group E Pillar 2 Attract, Retain and Grow Business

1. *Design Competitive Tax Policies*

Potential Tasks for Consideration:

- Identify potential growth and investment incentives, such as, for example, like California's recently-enacted investment tax credit.
- Identify specific issues or problems relating to Montana's property tax system.
- In doing so, describe the effects of those issues and/or problems on Montana's manufacturers and/or on Montana's economy.
- Identify actions that could and should be taken to improve Montana's property tax system.

Members Who Signed Up for these Topics at the September 26 Meeting:

Tracy Lofstrom

Bert Robbins

KC Walsh

Ken Johnson

Shawn Humble

Casey Malmquist

OUTCOME OF DISCUSSION GROUPS:

- Based on your discussion and analysis, **what** do you want to recommend that the KIN focus on moving forward? With respect to your recommendation:
 - **What** is one specific action, or set of actions, that should be taken to yield positive change and results?
 - **Who** needs to be involved?
 - **How** should this action or set of actions be accomplished?
 - **When** is it feasible to expect that the action or set of actions will be completed?
- Who will represent your discussion group in presenting your recommendations at the next full KIN meeting?