

# Manufacturing Task Force Meeting Report

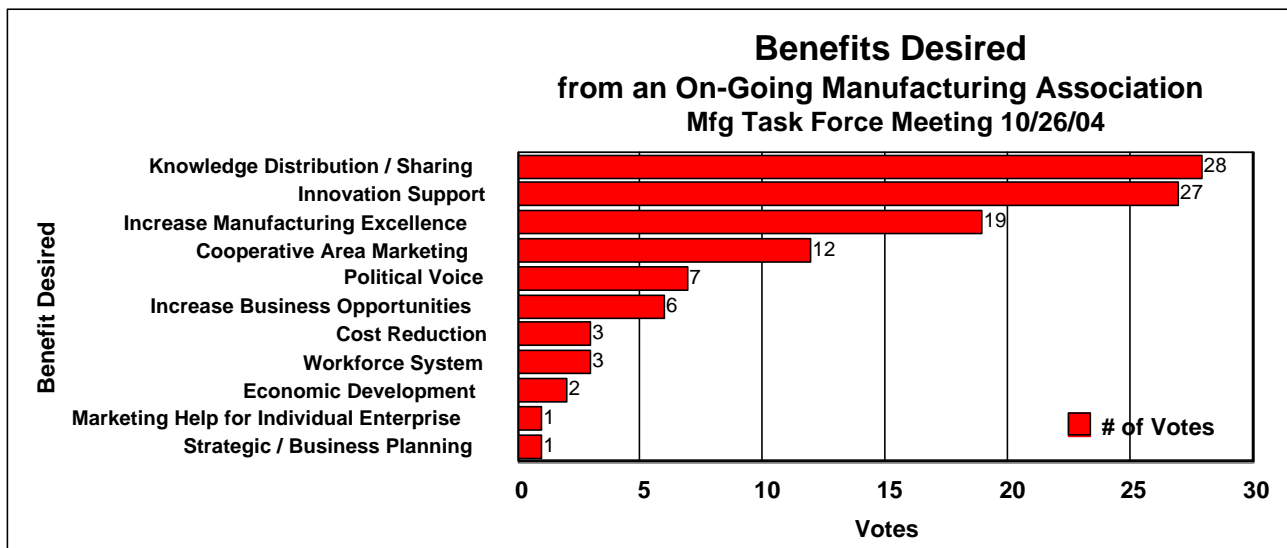
## Workforce Center - 10/26/04

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Report on group process to determine consensus on the following question:

***"What benefits would you as a manufacturer like to derive from an on-going Manufacturing Association?"***

<b>Ranked Desired Benefits</b>		
<b>Priority</b>	<b>Votes</b>	<b>Benefit Desired</b>
1	28	Knowledge Distribution / Sharing
2	27	Innovation Support
3	19	Increase Manufacturing Excellence
4	12	Cooperative Area Marketing
5	7	Political Voice
6	6	Increase Business Opportunities
7	3	Cost Reduction
8	3	Workforce System
9	2	Economic Development
10	1	Marketing Help for Individual Enterprise
11	1	Strategic / Business Planning



**Notes:**

- "Increase Manufacturing Excellence" is about helping to bring manufacturers in the area up to a set of standards to increase the region's ability to attract business when doing "Cooperative Area Marketing."
- There appears to be a "natural breakpoint" in preferences below priority #4.

## Detailed Results for Benefits Desired

### Notes:

- The process:
  - ♦ Each participant was requested to individually (without discussion with others) write 5 suggestions to answer to the question: *"What benefits would you as a manufacturer like to derive from an on-going Manufacturing Association?"*
  - ♦ As individuals submitted each suggestion for the board it was initially assigned to a category derived from the 10/14/04 Workshop (at the Fine Arts Center).
  - ♦ New categories were added and renamed as agreed-to by the group
  - ♦ Suggestions were moved to other categories as agreed to by the group
  - ♦ Time was allotted to allow participants to advocate for the different categories. That is to say, "This is the category I think is most important and why."
- Though the assignments of suggestions to categories benefits were surely imperfect, they were adequate for creating the major categories.
- All suggestions (including those in other categories) can be reviewed by each subcommittee for potential ideas on how to deliver the benefit that is the focus of the subcommittee.

### Knowledge Distribution / Sharing

- Shared manufacturing knowledge between local organizations
- Establish methods to share resources (certifications, experience, capital)
- Learn from others' strengths
- Recognize local sources to work with ... customers / suppliers
- Sourcing roundtable
- Collaboration on problems inherent to all of us
- Network to help all of us develop new opportunities
- Networking
- C-level roundtable
- Academic interest in sustaining and growing manufacturing
- Understanding each others' business
- Communication
- Linkage w/other "associations"
- Collaborate to compete
- External speakers - Business Focus
- Network between Common Focus
- New Insights from industry experts
- "CEO" roundtable
- Networking for World Class Quality & Production Methods

### Innovation Support

- New technology and innovation opportunities in manufacturing
- Innovation process support
- Connections to academic community for R&D efforts

- Open forum about ideas of technologies
- New or existing technology
- Proposal support: SBIR Phase 0
- Connections to governmental entities fostering innovation through grants
- Expanded incubator facility for R&D
- A source for capital to fund new ideas

### Increase Manufacturing Excellence

(was: Raise Mfg Performance Stds)

- Fed biz opportunity training
- Mfg mentoring / intern program for students
- Training
- Sharing ideas
- Coat tail ISO
- ISO Certification
- Training (lean, 6 sigma, etc.)
- Certification Training
- Development of manufacturing degree at local college

### Cooperative Area Marketing

- Combine marketing efforts
- Workshops - Marketing Focus - Operational Focus
- Community Manufacturing Marketing
- Positive public face for manufacturing community
- As a group we are stronger than alone
- Collaborative marketing and area branding
- Brand marketing
- Cooperative marketing
- Collaborative marketing efforts to expand or penetrate new markets
- Marketing strategies

## **Political Voice**

- Support each other
- Support in legislature
- Political Voice
- Strength in Number - Political Action (w/ city & state)
- Political Voice for Manufacturer Community
- A voice in Local / State Political Arenas for Manufacturing Issues
- Lobby

## **Increase Business Opportunities**

- Enabling dialog between idea sources and manufacturers
- Utilize local manufacturers instead of sourcing outside
- Identify business opportunities
- Presentations by large companies - what are they looking for in supply chain
- Market Research subcommittee (how to measure ROI)
- Networking
- Are there areas of specialization where synergy can occur?
- Driver for increased manufacturer business
- Outside contacts for parts

## **Cost Reduction**

- Latest / Best Practice Operational Techniques
- Supply chain management & control measures
- Share experience for savings, i.e., W.C., health & safety, Utilities
- Best Practices
- Lean manufacturing, Demand Flow, Internal Ops
- Continuous Improvement
- Help in Streamlining Processes for leaner manufacturing
- Economies of Scale
- Increased Sales, Improved Costs

## **Workforce System Improvement**

- Increased local manufacturer employment
- Outreach to Schools for future Workforce

## **Economic Development - Attracting Companies**

- Are there structural elements that Colorado Springs can create to provide a competitive advantage for its manufacturing base?
- Strategic manufacturing market program to draw business from outside our regional sphere of influence. International? G.B, France, Germany
- On-going business development
- Sustain Colorado Springs Manufacturing Economy
- How to bring new manufacturers into Colorado Springs
- Establish Colorado Springs as important manufacturing center

## **Marketing Help for Individual Enterprise**

- (new category created to distinguish from community marketing above)

## **Strategic / Business Planning**

- Cooperative purchasing
- Develop tools to help small businesses foresee and manage business cycles
- Seems like identifying the "problems" would be helpful in driving solutions
- Supply chain integration
- Buy Sell