



Agenda

Board of Directors Meeting | August 17, 2017

3:00 p.m. – 4:30 p.m. CST

Call-in: 1-888-670-3525 968-873-1924#

- I. **Welcome:** Ed, Dan, Wayne, Jared, Dee, BJ, Foster, Lake, Mike, Cindy
 - Cindy reminded the group of the need to comply with the attached Anti-Trust Policy
- II. **Discussion Items:**
 - Discussion with Lake Ray, First Coast Manufacturers Association, Jacksonville, FL Re: Formation of a state manufacturers council and the power of unified advocacy. He has been traveling thru Florida visiting with the RMA's gathering information only, no decisions at this time. Lake has discussed with them about a clear single voice for advocacy. He is only desiring to clarify. He provided several examples of opportunities where there was not equity thru the State and when good legislation was submitted that would benefit manufacturers were not being "watched". He discussed how "manufacturing" needs not only a voice, but a loud voice and as of today, we are not united and do not have a single voice. He mentioned some of the new ideas, such as a Commissioner of Manufacturing, as agriculture has a Commissioner of Agriculture. There was a question relative to the proposed relationship between this new group and FLMakes, Lake explained that there would be a relationship due to the fact that due to the grant requirements of FLMakes disallows then from advocacy. Another concern was that is NWFL was a part we would require a seat at the table. Lake was very conscience of this concern and he felt that true "manufacturing related" legislation was very similar across the state even with the differences between the regions. Lake did ask us to conceptually agree to the new organization – nothing formal or final until all documents are finalized, but the group looking at this new organization desires conceptual agreement to spend the needed time developing by-laws, articles, etc. Once Lake got off the phone, the comments were along the line of lack representations over the last year,
 - How much?
 - Who else?
 - When to start?
 - Ask Brett about ensuring we can belong to a purely advocacy group with our tax status?
 - Cindy to ask other RMA Executive Directors what they are planning?
 - Update from Talent Committee – Cindy
 - Recommendation from the Educator Retention Committee to accomplish a pilot project for providing four planning days for our six Manufacturing Academy instructors at a cost of not to exceed \$2,400 (six teachers X four days X \$100/day): Approved Unanimous
 - Update from Marketing Committee - Dee Setzer, Ft Walton Machining
 - Recommendation to proceed with the remaining 9 months of Social Media assistance at a cost of \$4,197.75 - Approved Unanimous
 - Recommendation for the new banner/backdrop design to be accomplished by Pioneer Technology who has developed our upgraded website – Dee said the tall banner, booth backdrop and tablecloth for less than \$4,000. - Approved



- Memberships: There was a request from Cindy to aid in calling those who have not yet paid. She let the Board know that typically she called those individuals that had not yet paid, but time was tough right now. The Board offered to help her with calls.
- Update from UWF – Nicole Gislason, UWF Mike Shew, for Nicole, went over some of the visits and listed some of the larger companies that were speaking with corporate to become members. Cindy went over the plan to present to the Florida Job Grant. UWF will take the principal position for submittal. It will include equipment upgrades for academies, scholarships, and equipment for the post-secondary programs for our academy graduates to transition. UWF will include their Advance Manufacturing Center in FWB and Pensacola so there will be a plan for high school thru graduate.
- Email approvals: Approval of Audit by Warren Averett, New members (Custom Production, Technical Services Lab, Artistic Stoneworks, GCBP and Panhandle Fabrication and Machine), Professional Development Expenses for 2017, Caroline Dauzat's and Warren Whitfield's resignation and addition of Jared Banta, Rex Lumber as new Director.

III. **Next Board Meeting:** Next Meeting will be at Pensacola High School to tour the Advance Manufacturing Academy (time to be determined, but as close to 3:00, as possible)



NORTHWEST FLORIDA MANUFACTURERS COUNCIL, INC.

ANTI-TRUST VIOLATION POLICY

Violations of federal anti-trust laws are criminal acts. Criminal sanctions for anti-trust violations have increased substantially in recent years. A corporate violator may be fined as much as 10 million dollars. Individuals may be punished by fines up to 350,000 and by jail sentences up to three years.

Trade associations, such as Northwest Florida Manufacturers Council, Inc. (the "Corporation"), which by their very nature involve interaction among competitors and/or suppliers and customers, are subject to close scrutiny for anti-trust violations. Therefore, members must be careful to keep their activities within the prescribed bounds, both in appearance and in actual fact.

The following policy has been adopted to provide guidance for members in their conduct at meetings or in connection with other Corporation activities. It is important to note that federal and state anti-trust legislation is very extensive, and the guidelines provided herein are not exhaustive and do not provide a complete synopsis or summary of anti-trust legislation. Thus, interested members should review applicable legislation and/or confer with an attorney for more complete understanding of anti-trust compliance.

DO NOT at any meeting or social gathering incidental to Corporation activities, whether seriously or in jest, discuss or exchange any information, either directly or indirectly, regarding the following subjects:

- A member's prices (present or future), pricing patterns or policies, price differentials, price changes, or other terms and conditions of sale (e.g., transportation rates or policies, discounts, markups, credit terms) or any other topic that might be construed as proprietary information.
- A member's costs, production, markets, capacity, inventory, or sales, or its plans regarding the design, production, distribution or marketing a specific product, including, but not limited to, possible customers or sales territories.
- Except to the extent necessary to further legitimate Corporation objectives, general market conditions and general industry problems, including industry pricing policies or patterns, price levels, price differentials, or similar matters, or industry productions, capacity or inventories, including, but not limited to, planned and anticipated changes in any of the above topics.
- Anything that directly or indirectly relates to a member's bidding procedures for responding to bid invitations and/or a member's bid(s) on any particular products or contract.
- Any matters related to territorial restrictions, allocations of customers, restrictions on types of products, or any other kind of market division.
- Matters relating to actual or potential customers or supplies that might have the effect of excluding them from any market or of influencing the business conduct of any company toward such customers or suppliers, including the imposition of any influence of pressure from any other party or member to bring market dissidents into line or penalize non-participants in the group.

(end of policy)