



New England Lean Consortium
www.neleanconsortium.com

Date: February 10, 2107

To: *Tim Brown - Amgen
*Roland Dion – E. A. Dion
John Roode - Cuddledown
*Randy Roy – THG, The Hope Group
*Steve Russo - AstroNova
*Jonathan Schwartz - Rousselot
*Rich Wills – Volk Packaging
*Cheryl Wolfe – Amgen

Copies: Kareem Arcano - Rousselot

From: Joe Rizzo
Director – New England Lean Consortium

Subject: Board of Directors Meeting
Radisson Hotel
Chelmsford, MA
February 8, 2017

Agenda:

- Arrival/Networking
- Introductions/Working Lunch
- Consortium Update
- AME Consortia
- Iowa Lean Consortium
- Schedule for 2017
- Members Discussion
- Adjourn

Introductions

Just as the meeting was about to start, we had a surprise visitor, Ryan Adams, Continuous Improvement Leader at Zoll (Medical). He was walking by the meeting room and saw the first slide for the New England Lean Consortium and came into the room to find out what it was all about. Ryan introduced himself, and the Board members introduced themselves to Ryan. He has a strong interest in Lean. Joe will follow-up with a visit to Ryan, next week. Zoll could be the next member to join the Consortium.

Consortium Update

The New England Lean Consortium currently has eight (8) members. They are:

- Amgen
- Astro-Nova
- Cuddledown
- E. A. Dion
- L3-KEO
- Rousselot
- THG (the Hope Group)
- Volk Packaging

In December, we lost **Albany Engineered Composites**. Their renewal was due in December. They did not renew due to several Senior Management changes taking place. Once the management stabilizes, I will approach them, again, about membership in the New England Lean Consortium.

In January, we lost **Micro-Vision**, again, due to management changes. Eric Anderson, Operations Manager, was let go in January. Once the management stabilizes, I will approach them, again, about membership in the New England Lean Consortium.

In March, we lose **L3-KEO**, as Dave Beaudet informed me several months ago, they would not be renewing their membership. He said that he was disappointed with the results of the Plus/Delta feedback sessions at the end of the first two meetings that we had at L3-KEO. He also complained about the long driving distances that he and his people had to travel to attend the Lean Leader Meetings.

A question came up about **FMI, Fiber Materials Incorporated**. Three people from FMI attended the last Lean Leaders Meeting at Volk Packaging. Joe was invited to take a tour of FMI by Scott Braman, Production Manager and former Manufacturing Manager at Cuddledown. During that tour, Scott expressed an interest in joining the New England Lean Consortium. Jonathan Schwartz volunteered to call Rob Pierson, the President of FMI, to assess their interest in joining the NELC.

Upcoming Events

February 8th - BOD Meeting

Week of Feb 20th - Lean 101 Training -Rescheduled

March TBD – Lean Leaders Meeting at AMGEN

Week of Mar 20th – Lean 101 Training @ THG

March 29th – Lean 101 at Cambridge Innovation Center

March 30th, 31st – DigiFab - Microsoft Nerd Center

April – Lean Leaders Meeting @ Rousselot

April 23rd – Speaker at American Precast Association

Week of April 17th - Lean 101 Training @ AstroNova

May

June – Lean Leaders Meeting @ THG

July

August – Board of Directors Meeting

September – Lean Leaders Meeting @ AstroNova

October

November – Lean Leaders Meeting @ E. A. Dion

Kaizen at Volk Packaging. Date TBD

The decisions made at the BOD Meeting are highlighted **BOLD**

The team decided to postpone and reschedule the Lean 101 scheduled for the week of February 20th as there is not enough time to prepare for and market the event.

AME Consortia

Joe, along with five other Directors of former AME Consortia, have been working with George Saiz, President of AME, to work on a Value Proposition for AME Consortia, and also to work on an Independent Contractor Agreement for the Directors of AME Consortia. On January 1, 2017, AME and Optima Associates formerly ended their working agreement. AME now has a strategic objective to organize and oversee AME Consortia throughout the US. They will be hiring a Master Facilitator to work with the AME Consortia and to give them a voice at AME HQ and at AME Board Meetings.

Joe presented the Value proposition to the Board.

The AME Consortia Value Proposition relies heavily on membership in AME through a Corporate Membership. AME added an incentive of a \$250 deduction off the \$4,000 fee for the Champions Club. AME also added the incentive of attending the Annual Conference as part of a Large Group, AME Consortia. The Large Group participation comes with some added benefits at the Conference. The AME Value Proposition can be found in **Exhibit A**.

Iowa Lean Consortium

Joe was recently contacted by Teresa McMahon, Executive Director of the Iowa Lean Consortium, ILC to do some benchmarking of both organizations. Teresa runs a very successful Lean Consortium as she has 126 members. One of the factors of her success is a sliding scale of membership fees, based on the number of employees in the member company or organization.

Joe presented the Value Proposition for the Iowa Lean Consortium, which can be found in **Exhibit A**.

After much discussion about the pros and cons of each model, the Board decided on a modified version of the ILC. The Board thought the fees for the ILC were too low, and the fee of \$4,800 for an AME Consortium was too high. The Board decided on the fee structure below.

Membership Fees

No. of Employees	Annual Membership Fee
1 – 50	\$750
51 – 100	\$1,000
101 – 150	\$1,500
151 – 250	\$2,000
251 – 500	\$2,500
501+	\$3,000

Note:

- The current annual membership fee of \$4,200 per member will remain in effect until the time of renewal. At that time the new fee structure will be applied to the current members.
- New members will be offered the new fee structure.

Additional Activities

The Board members expressed an interest in the following activities:

- Shared Kaizens
 - Any member can announce a kaizen at their facility and invite representatives from other members to attend
 - The outside participants will provide additional resources to the host company and provide the “fresh pair of eyes” to ask the “Why?” questions.
- Plant Tours of non-member companies
 - The Gemline and Wiremold are two companies that the members would like to tour.
- Roundtable discussions of a common interest or problem on GoToMeeting.com or Skype
 - Jonathan Schwartz would like to have a Roundtable discussion of “How to Manage a Lean program”. Joe will set that up.

Next Meeting: August, date TBD.

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Appendix A

AME Value Proposition for AME Consortia

- Annual Membership Fee of \$4,800
- All benefits of a Corporate Membership
- Discount of \$250 from \$4,000 membership in the Champions Club
- Able to attend Annual Conference as a member of the Large Group, “ AME Consortia”
 - Benefits of a Large Group at the Annual Conference

Iowa Lean Consortium Value Proposition

- Total of 126 Members
- Membership Fee based on number of employees
- Facilitated events by experienced practitioners
- Webinars
- Join-Now-Green 300x300.png
- Collaboration, shared activities, and participant-based learning
- Interactive onsite workshops for leadership and practitioners
- Round Table discussions on key strategic change issues
- To gain from both teaching and sharing, and participating and learning
- Cross-sector sharing for actionable leadership
- Building a culture for change management
- Networking with practitioners
- Monthly regional Lean Coffee events
- Priority Registration - registration for our events will open 2 weeks earlier for members than non-members
- Waiting list priority - members will have priority on the waiting list over non-members