

MANUFACTURING MINUTES \ April 28, 2022

The First Quarter Brings Many Exciting Changes to Manufacturer's Edge



Dana Schenhoffer - Regional Director for Central Colorado
Jehrin Clark - Regional Director for Southern Colorado
Beth Dickson - Regional Director for Western Colorado

Dana Schenhoffer, Regional Director for Central Colorado

Dana joins Manufacturer's Edge after serving as a Licensed Loan Consultant in 9 states across the U.S. Dana prides herself as an individual who has spent the majority of her professional life connecting and building relationships with key decision-makers while developing individually tailored solutions for collaboration between companies. In Dana's new role at Manufacturer's Edge, she looks forward to continuing to build on her key successes as she connects Colorado's manufacturers with the best in-house experts and those located throughout the national network. Through innovation, onsite support, strategic planning, and technical assistance, Dana is confident that she will become one of Colorado manufacturers' greatest partners.

Dana is a resident of Johnston, CO, and enjoys horseback riding, rock climbing, snowboarding, and has two pups that enjoy adventuring with her.

Jehrin Clark, Regional Director for Southern Colorado

Meet Jehrin Clark, a competitive professional who strives to positively impact the manufacturing industry in Colorado and yield a robust ROI to the clients that he serves. Jehrin comes to Manufacturer's Edge from a background in the commodities, import/export logistics industry where he specialized in supply chain transparency for farmers and communities of origin. Jehrin believes that his professional background will allow him to help companies that are willing to challenge themselves toward growth and he is excited about the opportunity to align his creative nature with his business acumen. In his role as an RD, Jehrin's goal is to work collaboratively with personnel from all of his clients' departments to create sustainable solutions for the ecosystem that support their manufacturing company.

Jehrin is a proud resident of Denver, Colorado, and enjoys sports, exercise, traveling, and petting his closest canine.

Beth Dickson, Regional Director for Western Colorado

Western Colorado has a hidden gem in its newest RD. Beth Dickson is a longtime resident of Grand Junction, Colorado, and has had a successful career originating loans for the mortgage industry. Beth is excited about connecting her diverse and far-reaching network across Western Colorado to support the manufacturing industry and continue to support the economy and businesses in her community. In her new role, Beth is determined to build strong, lasting relationships with her clients while having an immediate impact on their businesses. Beth recognizes the strength in the Manufacturer's Edge programming and will be a valued team member who brings tailored solutions to the manufacturing community.

Beth is a true Coloradan and enjoys snowshoeing, golfing, hiking, and fly fishing and is currently reading *Greenlights* by Matthew McConaughey.

Manufacturer's Edge is fortunate to welcome such outstanding new additions to the team. We can't wait for you to get to know them!

[Learn More](#)

WORLD TRADE DAY

2022

RESILIENCE THROUGH GLOBAL TURBULENCE:
GEOPOLITICS, SUPPLY CHAINS,
LABOR SHORTAGES, AND A PANDEMIC.

May 24th, 2022 Hyatt Regency Denver
at 650 15th Street, Denver, CO 80202

wtcdenver.org/wtd #WorldTradeDay2022



Keynote Speakers:
Andrew J. Lynch White, Deputy U.S. Trade Representative
Dr. Li Wang, Founder and CEO of TechNet Asia, Inc.

World Trade Day
May 24, 2022

11:00 am - 6:00 pm (MT)
Hyatt Regency Denver

Conference Ticket includes
Lunch, Keynotes, Trade Talks,
Expo, Networking Reception

World Trade Day is an international trade and investment conference with over 700 participants from across the Rocky Mountain Region and around the globe.

Learn from local and global experts, reconnect with your network, connect with peers in your specific industry, set up B2B meetings, and explore the expo for new business connections and career opportunities.

Join us to discuss the impact of global trade on our region and learn how to jump-start your business, mitigate risk, and leverage the latest technology to boost your global operations.

Gallagher Transport has been a member of and involved with the World Trade Center for many years. If your company is involved in international trade, or thinking about international trade, the World Trade Center is for you. I highly recommend attending World Trade Day. This is a day filled with talks and educational sessions about international trade. Our company has attended World Trade Day for the last several years and we have also exhibited at the event. It's the premier event in the greater Denver area that highlights world trade. It's highly educational and a great spot for networking with other international trade minded colleagues.

-Brad Whittle, President, Gallagher Transport Int'l, Inc.



World Trade Day 2022 is brought to you by:



**WORLD TRADE CENTER'
DENVER**
Mile High and Worldwide



**Manufacturer's
EDGE**

Learn more at
wtcdenver.org/wtd

**NIST MEP Helps Manufacturers Respond to the Pandemic
and Thrive Despite It**



GAITHERSBURG, Md. — The Hollings Manufacturing Extension Partnership (MEP), a program of the U.S. Commerce Department's National Institute of Standards and Technology (NIST), has announced the results of its fiscal year 2021 manufacturing client survey, as well as the impacts of **Coronavirus Aid, Relief, and Economic Security Act** (CARES Act) funding through January 2022.

"The survey shows that, even while navigating industry-wide disruptions caused by the pandemic, the MEP National Network helped manufacturing clients achieve some of the highest impacts to date," said Jennifer Sinsabaugh, board chair of the Foundation for Manufacturing Excellence, which supports the network's educational efforts, and chief executive officer of the New Mexico Manufacturing Extension Partnership. "Each of these impacts is critically important to the health of America's manufacturers and to the U.S. manufacturing ecosystem overall."

[Read the article](#)

Simply **CYBER** with Jennifer Kurtz



(vol 48)

Matchmaking: IT Services Provider Selection Criteria

*"Coming together is a beginning. Keeping together is progress.
Working together is success."*

— Henry Ford

According to a recent study by the California MEP Center (CMTCC), only 10% of manufacturers surveyed have internal IT staff. This is certainly what I've observed among

manufacturers who are seeking help with cybersecurity challenges. The process of choosing an IT services provider (ITSP) or managed services provider (MSP) starts with defining critical relationship success factors: vendor selection criteria. The following list of questions can be adapted to guide the selection process, survey prospective vendors, and produce a score for comparing different vendor offerings. (...)

[Read the article](#)



Partnering with Higher Education to Advance Your Workforce

Women in Manufacturing Colorado and the Advanced Manufacturing Sciences Institute (AMSI) at Metropolitan State University of Denver invite you to learn how your organization can partner with higher education to strengthen recruitment activities with a diversity lens, provide upskilling opportunities to your employees, and develop student projects to help you solve business challenges.

[REGISTER](#)



MAY WEBINAR SERIES

Join Manufacturer's Edge for a May webinar series highlighting all things workforce!

DATE	TIME	TOPIC
5/5	12:00	Skills-based Accelerator Program: Expand your talent pool and recruit the right candidates
5/11	12:00	Economic Overview of Manufacturing - Federal Reserve Bank of KC
5/19	12:00	Throw out the PIP: Develop an employee roadmap
5/26	12:00	HR Q & A Session: Submit your most challenging HR-related questions

[Learn More & Register](#)



WEBINAR
**Partnering with Federal Research
Laboratories to Grow Your Business**



In Case You Missed It:

Webinar: Partnering with Federal Research Laboratories to Grow Your Business

Did you know there are over 30 federally-funded research laboratories and joint research institutes in Colorado? Facilities like the National Renewable Energy Laboratory, the National Wildlife Research Center, the National Institute of Standards and Technology, and the Center for Agricultural Resources Research have commercialization programs for the research that seek private sector partners.

[Watch Webinar](#)



CAMA

Colorado Advanced Manufacturing Association

Workforce. Everyone is talking about it—let's do something!

As of April 26th, there were 7,054 manufacturing job openings advertised online in Colorado. This number has fluctuated, but not changed dramatically for the past several months. What we've been doing has not been working!

We need a paradigm shift in how we build the manufacturing sector workforce pipeline. The Colorado Advanced Manufacturing Association (CAMA) is leading the way. Here's what CAMA is doing:

- CAMA has developed new and effective ways for you to train entry-level workers and then provide on-the-job training for your specific needs;
- CAMA is creating a community within sectors through a Colorado manufacturing-centric jobs website (Think Indeed but for Colorado manufacturers only);
- CAMA continues to market and promote manufacturing careers to combat negative

industry perceptions.

Research shows the next generation is looking for careers that matter. They want to have an impact, and they want a career that supports their lifestyle and family with an upwardly mobile pathway. We all know that modern manufacturing includes these characteristics. Are you ready to be a part of this revolution? Send me an email, markcordova@co-cama.org. We are stronger in numbers. Let's come together and change the way we build our workforce.

Contact Mark

