

## Executive Summary

The Quinte Manufacturers Association has existed since March 2005 & is a regeneration of the former Quinte District Manufacturers Association (previously the Quinte District Superintendents' Association).

The benefits to the local industry leaders include:

- Economic development partners leveraging funding & services on our behalf by having QMA represent all local manufacturers
- Forums for networking with neighbouring companies, either in person at various events or electronically as desired
- Sharing of expertise and learning from the "best practices" of others between manufacturing operations
- Capitalize on multi-company training and skill development opportunities with the Loyalist Training & Knowledge Centre
- Working in cooperation with the most senior staff from local Chambers of Commerce to bring member concerns to all levels of government,
- Forum to investigate possible purchasing, supply chain or supporting services opportunities
- Together we create a better place to work and to live

## Mission

The QMA's primary mission is to help local manufacturing leaders in the Greater Bay of Quinte region improve their capabilities, competitiveness and sustainability.

## Values

**Trust** - Build a manufacturing community climate of mutual respect and trust through openness, credibility and trusting others

**Integrity** – Demonstrate QMA mission, values & principles by acting in an honest, respectful and socially responsible ways

**Leadership** - Key members take an active & shared leadership role that demonstrates commitment to achieving our mission

**Communication** - Encourage open and honest dialogue between members and our external partners

## Guiding Principles

We will:

- Focus on what works for our members, our external partners and the community
- Demonstrate the highest levels of professionalism & respect in all we do
- Help each other when we can
- Recognize & celebrate the successes where appropriate and routinely learn from our efforts that fall short of our goals
- Promote the benefits of the local manufacturing sector and its importance to the community

## Approach:

- We all "give a little" to get back "a lot more"
- Keep everything QMA as LEAN and informal as possible
- Flex to give members the real value added activities & help they want, when and where they want it
- Our chosen activities are all "pull" from member needs, no "push"
- Agenda must be industry driven & supported by local economic development partners
- Effectively communicate every possible networking opportunity
- Use an "On-line" communication strategy to make it as easy as possible for all
- Ruthlessly protect the time constraints of members i.e. Site tours ~ once per quarter – breakfast meeting format, < 2 hours
- Make it easy for local manufacturing leaders to share, learn from others, & cooperate towards common goals
- Use the "Member needs help" concept to offer help while protecting confidentialities
- We create and destroy sub groups or strategic interest groups where there is "Pull"
- No-selling – information exchange and networking only
- Yearly renewal of our charter is essential to ensure balance between strategic and tactical goals needed to meet our mission

## Measuring Success:

- Leveraged Funding Dollars made available for local manufacturers
- Number of members from manufacturing firms per event – if useful, people will come
- Member satisfaction checks & testimonials & Communication "touches"
- Improving member Companies' results

## Members:

- Manufacturers' senior level managers & other selected key plant leaders
- Steering Team membership includes support from:
  - Quinte Economic Development Commission (QEDC) & the Manufacturing Resource Center (MRC)
  - Loyalist Training & Knowledge Centre (LTKC)
  - Trenval Futures Corporation
  - The most senior staff from local Chambers of Commerce

## Partners:

- Quinte Business Development Centre partners (Loyalist, QEDC and Trenval) provide organizational support
- The QEDC and the Manufacturing Resource Center provides primary administrative support
- The local Chambers of Commerce are our partners to together highlight issues as they represent the "Voice of Business"
- Other Partnerships include other manufacturing related associations like the CME, NMA, KMA