

MANUFACTURE **ALABAMA**

ALABAMA'S TRADE ASSOCIATION FOR ALABAMA'S MANUFACTURERS

ANNUAL MEETING

SEPTEMBER 14-16

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Alabama Pulp and Paper Council

WELCOME TO THE 2022 ANNUAL MEETING



Welcome to the 2022 Manufacture Alabama Annual Meeting.

We are delighted to be together again at the beautiful Grand Hotel. This year, the Annual Meeting is bringing together more than 300 attendees. We would like to extend an especially warm welcome to those who are first-time attendees and those who have travelled from outside of Alabama for this conference.

The Manufacture Alabama staff has been hard at work preparing for this conference. After several months of planning and preparation, we hope the 2022 Annual Meeting will live up to your expectations and bring you value in the form of education and networking opportunities.

We would like to thank everyone who made the 2022 Annual Meeting possible. This would not have been possible without the support from our sponsors, speakers and panelists, the board of directors, government officials and all of those in attendance. We would also like to extend a special thank you to the Grand Hotel event staff.

MA BOARD OF DIRECTORS



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Director-Governmental Affairs
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President and CEO
AMNS Calvert



BRETT DEJONG

Mill Manager, Riverdale Mill
International Paper

MAP OF THE GRAND CONFERENCE CENTER



AGENDA

2022 ANNUAL MEETING SCHEDULE OF EVENTS

WEDNESDAY, SEPTEMBER 14	
11:00 a.m.	Annual Meeting Golf Tournament (Shotgun start at Noon)
	Advanced Registration Required - Rock Creek Golf Course
6:00 p.m.	Legislative Reception & Dinner
	Sponsored Event Only - Reception on Patio, Dinner in Grand Ballroom South
THURSDAY, SEPTEMBER 15	
7:30 a.m.	APPCO Executive Committee Meeting (Closed Meeting - Invitees Only)
	Azalea DEF
8:30 a.m.	MA Board Meeting
	(Closed Meeting) Beachside
10:30 a.m.	Alabama Chemistry Council Meeting
	Magnolia 5
11:30 a.m.	Registration & Strolling Lunch with Exhibitors
	Grand Ballroom North
1:00 p.m.	Welcome & Manufacture Alabama Update
	Magnolia Ballroom
	Paul Vercher, Manufacture Alabama Board Chairman
	George Clark, Manufacture Alabama President
	Jon Barganier, Manufacture Alabama COO
	State of Alabama Update
	Governor Kay Ivey
	Magnolia Ballroom
2:00 p.m.	State of the Industry Panel
	Moderated by Secretary of Commerce, Greg Canfield
	Magnolia Ballroom
3:30 p.m.	Break & Networking with Exhibitors
	Grand Ballroom North

3:45 p.m.	Breakout Session Political Update
	John Ashford, Chairman & CEO, The Hawthorne Group
	Magnolia Ballroom
3:45 p.m.	Breakout Session EV Innovation and It's Impact on Workforce in Alabama
	Mike Oatridge, Executive Director, Alabama Mobility and Power Center
	Azalea C
4:45 p.m.	Wine & Beer Social with Exhibitors
	Grand Ballroom North
5:30 p.m.	Dinner & Live Music
	Grand Ballroom South and Patio
FRIDAY, SEPTEMBER 16	
8:00 a.m.	Breakfast with Exhibitors
	Grand Ballroom North
8:00 a.m.	Alabama Iron and Steel Council Meeting
	Magnolia 1
8:00 a.m.	Diversify Council Meeting
	Magnolia 2
9:00 a.m.	Making Sustainability Everyone's Job: How Senior Executives and Business Lines Need to Drive Sustainability
	Houston Smith, Vice President of Governmental Affairs, Alabama Power Company
	Magnolia Ballroom
10:00 a.m.	BREAK
	Grand Ballroom North
10:30 a.m.	Future Economic Conditions
	Roger Tutterow, Kennesaw State University
	Magnolia Ballroom
11:30 a.m.	Lunch with Exhibitors
	Grand Ballroom North
1:00 p.m. - 3:00 p.m.	Pool Bash (Wristband Required)



MEET THE SPEAKERS

GOVERNOR KAY IVEY

Governor Kay Ivey became the 54th Governor of Alabama in 2017. A native of Camden in Wilcox County, she embarked on a career of public service to benefit her fellow Alabamians. During her time as governor, Alabama has seen record high employment and its lowest jobless rate. Her focus on economic development has attracted over \$18 billion in capital investment and 44,000 new jobs. She is committed to offering economic development opportunities to rural Alabama and the metro regions alike.

STATE OF THE INDUSTRY PANEL SECRETARY OF COMMERCE GREG CANFIELD

Greg Canfield was appointed as director of the Department of Commerce on July 18, 2011. Prior to joining Commerce, Canfield served in the Alabama House of Representatives as chairman of the Commerce & Small Business Committee.

PANELISTS

JASON PUCKETT

PRESIDENT, TOYOTA MOTOR MANUFACTURING ALABAMA

MICHELLE HOWELL

PLANT DIRECTOR, 3M DECATUR MATERIALS PLANT

CHUCK GREEN

PRESIDENT AND CEO, AM/NS CALVERT

NICK ZICCHINO

DIRECTOR OF PRODUCTION OPERATIONS, LOCKHEED MARTIN COURTLAND

JONATHAN HARDING

REGIONAL MANAGER OF STATE GOVERNMENT RELATIONS, WEST ROCK

JOHN ASHFORD

CHAIRMAN & CEO, THE HAWTHORNE GROUP

John Ashford is the Chairman and CEO of The Hawthorne Group, L.C., the international public affairs and public relations firm he founded nearly 30 years ago. Drawing on communications and public affairs experience gained in hundreds of successful candidate and corporate campaigns, Ashford now provides senior counsel to Hawthorn clients across the country and around the world. Recognized experts in crisis management, the firm is best known for its work in the energy, electric utility, healthcare, and consumer products industries.

MIKE OATRIDGE

EXECUTIVE DIRECTOR, ALABAMA MOBILITY AND POWER CENTER (AMP)

Mike Oatridge joined AMP as the executive director on August 1. Oatridge worked for Honda Motor Company for more than 30 years, retiring in 2021 as senior vice president of Honda Manufacturing of Alabama. Before joining AMP, he has been president and owner of Strategic Workforce Solutions, a startup company in Birmingham that helps recruit businesses to the state. Oatridge has been an executive board member of the Alabama Workforce Committee, Economic Partnership of Alabama and the Birmingham Business Alliance, and he has served as chair of the boards for the Japanese American Society of Alabama and the Birmingham Civil Rights Institute.

HOUSTON SMITH

VICE PRESIDENT OF GOVERNMENTAL AFFAIRS, ALABAMA POWER COMPANY

Houston Smith serves as the Vice President of Governmental Affairs at Alabama Power Company, where he is responsible for all aspects of governmental affairs at the state level. Smith began his career practicing law in both Litigation and Governmental Relations section at Balch & Bingham. Most recently, Smith served as director of Corporate Affairs, where he was responsible for working with the Alabama federal delegation, as well as industry and trade groups to address issues affecting Alabama Power customers. He is a recent graduate of Leadership Birmingham and is active in the community, serving on the Leadership Council for the Alabama Governor's School, the board of directors of Alabama Possible, the Hispanic Interest Coalition of Alabama (¡HICA!), and The Bell Center. He is a member of the Kiwanis Club of Birmingham and the Monday Morning Quarterback Club.

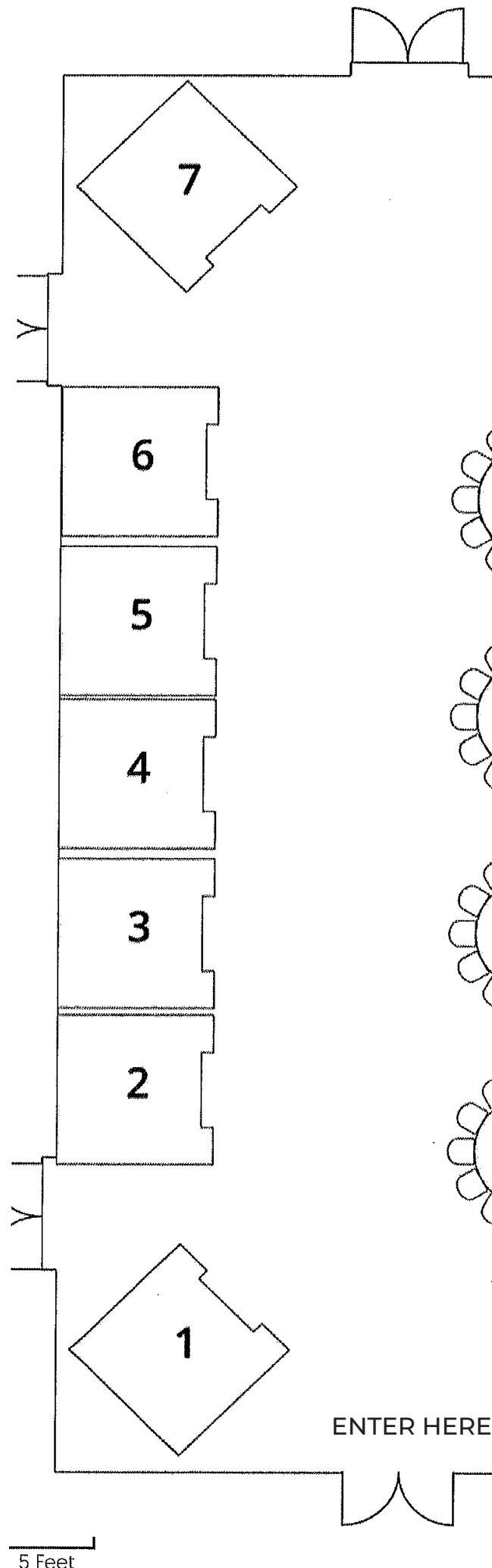
ROGER TUTTEROW

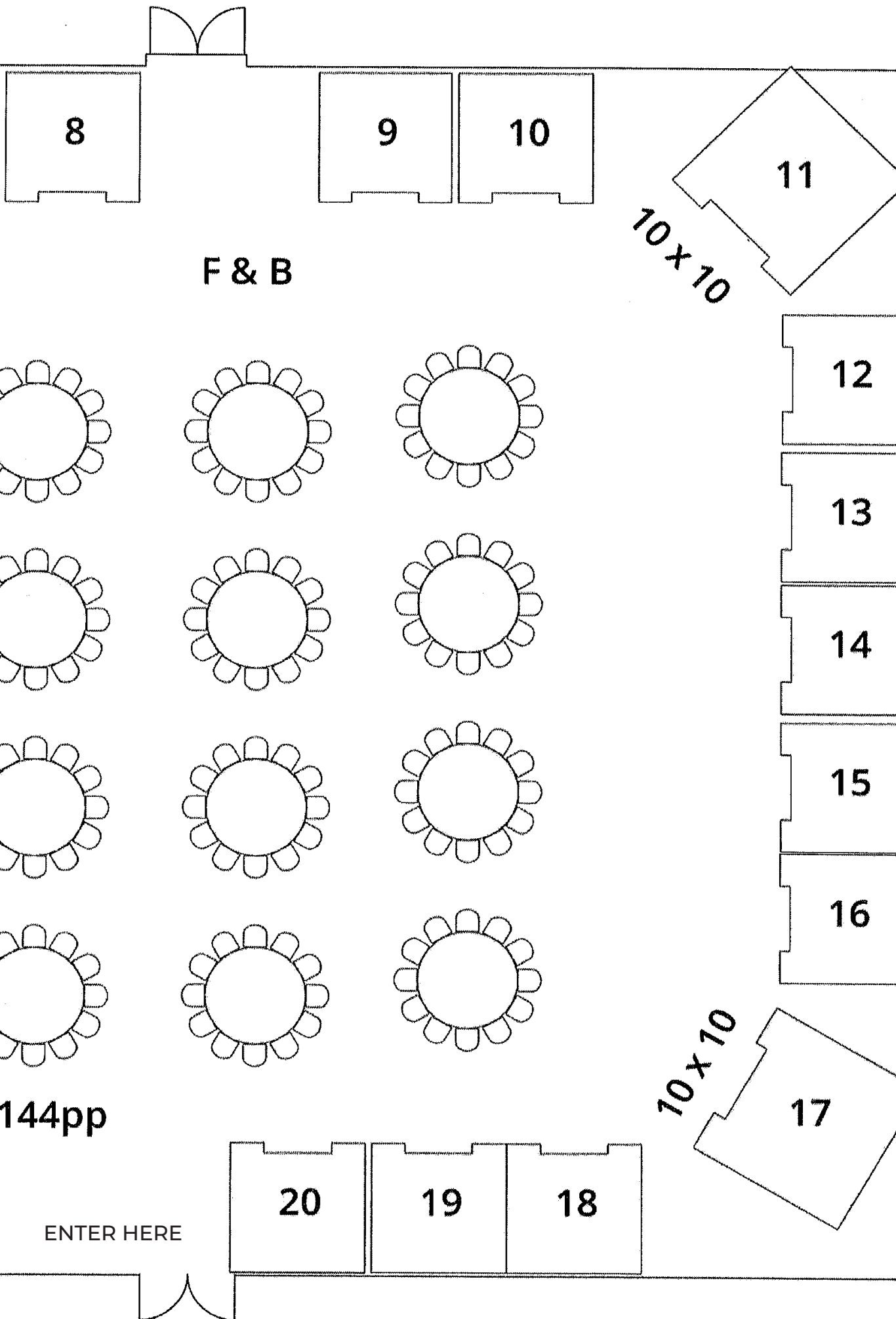
HENSSLER FINANCIAL ENDOWED CHAIR, DIRECTOR OF THE ECONOMETRIC CENTER AND PROFESSOR OF ECONOMICS, KENNESAW STATE UNIVERSITY

Roger Tutterow is Professor of Economics at Kennesaw State University where he holds the Henssler Financial Endowed Chair. His analysis of the economic, business and political environments have been featured in a variety of media including Wall Street Journal, Financial Times, Business Week, Forbes, USA Today and many more! In addition to his work in academia, Dr. Tutterow has served as a consultant on financial economics and statistical modeling for corporate clients ranging from Fortune 500 companies to closely held businesses.

THE GRAND HOTEL | GRAND BALLROOM NORTH

1. Alabama Techonology Network
2. BMSS
3. Terracon Consultants
4. Dunn Building Company
5. Southern Electrical Contractors
6. Energy Resourcing
7. Transfr VR
8. Atlas Technical Consultants
9. Smash My Trash
10. Star-Tech Instrument Systems
11. Patrick Allen Companies
12. Columbia Southern University
13. Schooley Mitchell
14. Alabama Office of Apprenticeship
15. Prestige Alarm
16. Universal Services
17. Shapiro Metals
18. Utility Management Services
19. Catalyst Air Management
20. Excelsior Staffing







Exhibitors

1. **Alabama Technology Network** | ATN provides extensive workforce training, technical assistance, & engineering services to incumbent workers across the state in areas of Continuous Improvement, Environmental Health & Safety, Food Safety, Industrial Maintenance & Technology, and Leadership & Management Development.
2. **BMSS** | BMSS, LLC is a team of business entrepreneurs passionate about helping their clients achieve peace of mind through local presence, national knowledge and global reach. The BMSS family of companies includes a full-service certified public accounting firm and business advisory group, an IT solutions firm, and a human capital and resources management firm. Through their multifaceted services, BMSS, LLC provides a wraparound approach to helping our clients succeed.
3. **Terracon Consulting** | Terracon focuses on understanding and meeting the needs of clients from a variety of industries. They do this by monitoring trends, participating in professional and trade organizations, and hiring key staff with select engineering and science industry experience. Their knowledge of specific industry issues and trends increase the value of their services to clients.
4. **Dunn Building Company** | Since 1878, Dunn has been a construction leader throughout the Southeast. Dunn Building Company is the leader in design-build construction for national and international industrial companies throughout Alabama and the Southeast. Dunn Building's elite team of experienced construction professionals deliver excellence in design-build, design assist and specialty contracting for metal buildings/structures, heavy concrete foundations/walls and metal siding/roofing.
5. **Southern Electrical Contractors** | Southern Electrical Contractors, Inc. has established itself as a leader in the electrical construction and maintenance markets in the Southeast. Their experience has given them the opportunity to tackle some of the most challenging multi-million dollar electrical projects within the industrial and commercial business sectors. Their team of qualified project managers and supervisors have the ability to handle multi-faceted projects from pre-construction to complete turnkey solutions.
6. **Energy Resourcing** | Energy Resourcing is a trusted partner in your search to find professional technical staff. Their purpose is to connect the right candidate with the right job in a variety of industries, provide contractor management services, and offer an unmatched level of knowledge and expertise in every interaction with their clients.
7. **Transfr VR** | Transfr is creating classroom-to-careers pathways, training the next generation of workers for well-paying jobs across every industry via hands-on, simulated training that teaches critical skills for in-demand jobs. As an economic development platform, they work together with community organizations, workforce development groups, educational institutions, and industry leaders to help create better futures for workers, employers, and the communities that they call home.
8. **ATC an Atlas Company** | ATC is a national provider of integrated environmental consulting and engineering services. They offer comprehensive expertise in air, land, and water combined with full design, project management, and implementation services to handle any challenge from consulting to completion.
9. **Smash My Trash** | Smash My Trash® is revolutionizing the commercial waste industry. Smash My Trash use proprietary technology to reduce waste volume by as much as 70%, saving business owners money, time, and aggravation. They are serious about environmental stewardship, their service significantly reduces vehicle CO2 emissions by decreasing the volume of hauling trucks on the road, and we reducing landfill space required by increasing the density of every haul.
10. **Star-Tech Instrument Systems** | Incorporated in January of 1989, Star-Tech, Inc. is a representative for several respected manufacturers' products in a variety of mechanical applications. Star-Tech, Inc. offers over 100 years of experience in product sales, support, training, and system design.

11. **Patrick Allen Companies** | Founded in 2002, Patrick Allen Companies provides sales & service for overhead doors, loading dock equipment, fire doors, commercial doors, safety railing/barriers, commercial glass, industrial maintenance, preventive maintenance and other services. While staying laser focused on Safety, Service & Satisfaction, Patrick Allen Companies continues to expand our customer base and services. Patrick Allen Companies is a current member of Manufacture Alabama, Mississippi Manufacturers Association, International Door Association and ISNetworld Member Contractor.
12. **Columbia Southern University** | For more than 25 years, CSU has helped adult learners achieve their academic goals by providing the strongest online degree programs at an affordable rate. Carefully designed and taught by professors who are experts within their respective fields, CSU's courses couple real-world experience with the latest industry best practices to give students the edge they need in a competitive job market.
13. **Schooley Mitchell** | Schooley Mitchell is the largest independent cost reduction consulting firm in North America. On average, they reduce essential business service expenses by 28% and have delivered over \$360 million in documented savings to their clients to date. Virtually every type of business, in every sector, can benefit from Schooley Mitchell's expertise and growing cost category specializations.
14. **Alabama Office of Apprenticeship (AOA)** | The mission of the Alabama Office of Apprenticeship is to expand the use of registered apprenticeships (RAs) and Alabama industry recognized apprenticeship programs (AIRAPs) for providing high-quality career training which will enable workers and employers to prosper in pursuit of the continued economic development of our state.
15. **Prestige Alarm** | Prestige Alarm has empowered businesses and commercial property owners throughout Central Alabama since 1994 as leaders of innovative business security systems. Based in Trussville, AL, they provide best-of-breed fire alarm and security solutions for businesses and commercial property owners throughout Alabama.
16. **Universal Services** | Universal Services is a full-service Mechanical, Electrical and Structural company serving federal, industrial, commercial, healthcare, and marine clients throughout the United States. They offer design/build and turn-key construction solutions including design, fabrication, and installation. Universal Services LLC offers the unique capability of in-house design, fabrication, and installation; saving cost, schedule, and coordination.
17. **Shapiro Metals** | Shapiro creates customized recycling programs for manufacturing partners across a broad range of industries, in addition to trading their materials with consumers across the globe. With a steadfast focus on transparency, sustainability, and service, they're transforming industry for the better to help business leaders like you boost revenue and growth. And, by creating a culture where their employees have a voice, they allow new ideas and innovation to flourish.
18. **Utility Management Services** | Utility Management Services, Inc. (UMS) strives to lower your utility expenses, making your business or organization more financially sound for years to come. It is their mission to protect their customers from growing utility expenses. UMS is constantly educating their customers on rapidly-changing energy trends and fiscal energy opportunities that can have a significant impact on their organizations.
19. **Catalyst Air Management** | Catalyst Air Management, Inc. was formed in 1996 to provide quality process evaluation and emissions testing services for industrial and power generation clients. They take pride in their efficient test plans and attention to detail.
20. **Excelsior Staffing** | Excelsior Staffing is a certified Minority Business Enterprise (MBE), and a privately-owned, full-service staffing firm. With strategic alliances throughout the United States, they can help partnering clients meet minority vendor directives on a national scale. Excelsior Staffing offers a full suite of staffing services including temporary, temporary-to-permanent and direct placements. Their collective experience and diverse background allow them to find unique solutions to meet all of their customers staffing needs.



ALABAMA'S TRADE ASSOCIATION FOR ALABAMA'S MANUFACTURERS

THANK YOU FOR ATTENDING THE 2022 ANNUAL MEETING

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