

Manufacturer's Round Table

May 13, 2020

Zoom Meeting

Meeting Record

Present: Steven Easton, DSU; Deb Dragseth, DSU; Jake Kubik, Sanford Foundation; Tom Krank, TMI; Lisa Roers, Roers West; Paul Eidenschink, Steffes; Guy Moos, Baker Boy; Sarah Trustem, Dickinson Public Schools; Sheri Buck, Senator John Hoeven Representative; Ryan Jilek, Stark Development Corporation and Danita Tysver, Stark Development Corporation.

Business – Go – Round:

Steve Easton, DSU – Graduation will be online this coming Saturday. Summer semester will be exclusively online. SOBE is moving towards two eight-week courses. Working to figure out what classes will look like next year. Hopeful they will be able to have athletics, deadline to announce will be July 1st for the NAIA. Have about 330 students who plan to be on campus with athletic scholarships.

Paul Eidenschink, Steffes – Adjusting to the economic changes. Made staff changes as needed. Working on new product and market development. Working to prevent the spread of COVID-19 by taking preventative measures.

Guy Moos, Baker Boy – Over the past two months it has been interesting. Formed a task force to review how COVID-19 would affect their business. Sales had dropped 50% but over the last two weeks sales have been down only 12.5%. Customers such as Schwan's have increased in sales. Donut sales are down more than 40% nationwide. Working to be resourceful. Rolling out a line of individually wrapped donuts. Sales and marketing personnel are working from home. Furloughed 12-15 employees and some of those volunteered. Applied for the PPP program. Keeping employees busy with maintenance jobs. Many employees are taking training opportunities during this slow time. Taking preventative measures to prevent COVID-19. Don't allow any outside technicians or vendors into their facility.

Sarah Trustem, Dickinson Public Schools – Graduation will be next Sunday at the BAC, it will be a drive-in style. May 15th will be the last day of school. Anticipate RASP will be available but not sure how it will work at this time. Summer school has been scheduled for July and will hopefully be in person. Anxious to see what next year's enrollment numbers will look like. If projection numbers hold true every school will be out of capacity by 2024. Working with DSU to provide dual credit classes on their campus to help with capacity issues. Educators are working from home, no one has been furloughed. DSU has been an amazing partner to work with on the CTE Center plan and dual credit partnership. Recently surveyed CTE staff and will be implanting new strategies this fall. Provided Grab-and-Go meals ready to heat on Monday, Wednesday and Friday and provided snacks on Tuesday and Thursday. Will not be providing meals over the summer.

Jake Kubik, Sanford Foundation – He used to travel to Dickinson quite often, business is now mostly virtual. People are coming out of the woodwork to help philanthropically. Sanford is taking temps upon entry. Working to get the word out to not post pone elective surgeries. Raised over \$2 million in two weeks for their employee crisis fund. Sanford has the capability of antibody testing in small amounts.

Lisa Roers, Roers West - Working to prevent the spread of COVID-19 by taking preventative measures. Have kept all employees working. Preparing for another outbreak.

Tom Krank, TMI – Have had no positive cases in the factory. Have had a spouse of an employee test positive. If employees have traveled, they have to quarantine. Some staff have been working from home. Encourage employees to take breaks in their cars. Supply chains have not been affected. Have not had many projects shut down since hospitals and schools were deemed essential. Preparing for project timelines to change. Staying busy.

Deb Dragseth, DSU – Staff is staying engaged and connected through cooking challenges, gardening lessons and crafts. Plan to teach classes live next year, will also record them for those who will not be able to attend in person. Statewide 11,000 courses changed from face to face to online courses. Challenging for many professors to change to online. The State Board of Higher Ed is working to distribute the CARES act. Students were able to rent a computer if needed for online learning. Planning face to face classes next fall.

Ryan Jilek, Stark Development Corporation - Trying to keep people informed of programs available. Working on the CTE Center plan to have ready for next legislative session. Developing a Stark Strong Campaign to increase awareness for buying local. Working on creating the branding as well as the list of sales tax-collecting businesses from which to purchase gift cards and certificates. Anticipate launching the campaign mid-June or early July. Have had to defer payments for PACE and flex PACE. Businesses are still moving forward, and new businesses are looking to open.

Next meeting will be Wednesday, July 8, 2020 at 2:30 PM, location to be determined.