Date: August 24, 2006

Committee Meeting

Kathy passed out packets of information with the agenda, minutes of the last meeting, and made introductions for guests and members present.

Meeting called to order at 16:06 by Committee Chair Kathy VanVonderen in the Council Chambers at city hall.


Review of minutes from the last meeting.

First speaker was Sam Dunlop from SNC. Sam presented a power point with an overview of international recruitment and provided ideas on how the college could interface with the committee. The college is looking at expanding their international recruitment. SNC wants the international students working to meet their goals and mission. They are unable to get financial aid, which is a detriment, but they can get some scholarships to assist in meeting costs. Recruitment is through a number of different methods phone, mail, web site, direct contacts, visits, and conferences. Sam further discussed his position and what is needed to 'sell' SNC to representatives of academic foundations who are realistically employees of the State Department.

Larry asked if academic exchanges could be considered at a lower level like in the High Schools. The college does have some contact with younger students and potentially could facilitate these exchanges. SNC advertises and markets to international schools, they purchase lists, and data records for potential contacts. SNC's goal is to have 200 international students by 2009, which is roughly twice the current number not including ESL. Some ESL students end up converting to regular members of the campus community. Sam related that they are currently targeting nine countries Brazil, Mexico, Norway, China, Sweden, South Africa, Denmark, Kuwait, and Saudi Arabia because some of these governments will pay for the full tuition. He stated they couldn't compete in some of the European countries because the secondary education is basically free to citizens. He and Joe Tullbane will be traveling to Switzerland, Thailand, Rio De Janeiro - Brazil, Nice - France, and Copenhagen - Denmark over the next year or so as part of their recruiting efforts.

Kathy asked if the reason for targeting some of these countries was due to the Norbertines being present? This is not necessarily a factor in determining which countries they target; it is more based on who can afford to become a student in the United States.

Mary VanVonderen from Megtec then provided a presentation about the company and their
international connections. Mary stated she was excited about the possibility for a connection with Megtec and wanted to help familiarize us with the company. Megtec is the largest employer in De Pere. The company's international headquarters is De Pere. They have facilities in a number of locations around the globe. Mary described the growth of the company since 1983 now under a parent company the Sequa Corporation. Megtec is strong and growing they have acquired eight companies in eight years and plan to keep expanding. They wish to be more a part of the community. She talked about the businesses the corporation is involved in airline engine manufacturer, aerospace, etc. Megtec primarily does emission controls, industrial drying systems, offset printing, and services for process management. A huge list of customers included companies like 3M, Avery, Honda, Nissan, Toyota, Sony, etc. A map showed where the locations are in the world. The De Pere facility has seen eighteen expansions since it's founding in 1969. The offices from around the world were introduced. Megtec is heavily into the Six Sigma concept of operations. Mary discussed where Megtec applies their machines into the printing industry and displayed different installations around the United States that were built in De Pere. There is new technology just introduced in Australia for the coal mining industries as a first of its kind installation. Megtec offers a customer care center that is staffed 24/7 in De Pere. More information can be taken from the web site. They are charter members of Governor Doyle's green tier program because of their environmental management of different products. They are members of Wisconsin Focus on Energy for their recovery systems that reduce energy needs. Megtec has four recommendations for sisters that would be beneficial for them 1) the Sonjung District of Shanghai; 2) Milevsko, Czech Republic; 3) Gotenborg, Sweden; and 4) Ingre, France. Megtec would be most happy to work with the committee and assist in setting up a relationship, providing interpreters and other resources as needed.

Larry asked, if the company had any other foreign areas of interest that they are planning to work with in the future? Not really at this time. Kathy asked, how many employees does the company have at the sites being recommended? About 55 in China, 100 in Milevsko (mostly manufacturing), 50 in and Gotenborg (mostly engineering). Most employees around the world do speak English, the Chinese employees probably would not because they would be afraid to speak improperly. There have been some exchanges and training conducted in De Pere but the only real exchanges were the children of employees. A high school aged child from a foreign employee spent a year in high school here. Larry asked, would Megtec consider participation regardless of the city connection being linked to their business interests? Yes they would. Kathy asked, how the company came up with the choices for the suggestions made? These are small cities that have industrial bases. They have similar interests in many cases and it was felt there would be a mutual exchange with these choices. They would not be looking exclusively for a handout.

For the next meeting Riccardo had approached Kathy to make a presentation possibly with J. Harrison as well. There was a general discussion on putting the pieces together. Linking of SNC, Megtec, exchanges into a single focus. The expectation is that by working with one of these choices it will ease the relationship with the other community. The expectation is that it may still take quite some time for the 'courtship' to be completed and a relationship to develop.

Meeting review: All agreed that the presentation were excellent. Bill offered that we have a number of businesses that are 'hidden jems' and we should use these opportunities to interact more with these businesses. Let's pick one and move forward. Some reservations and willingness to listen to the presentations on Italy or other areas before a final choice. Reservations about a quick decision. Suggested that Australia perhaps could be included.

Next meetings are scheduled for Thursday, September 7, 21 and October 5,19 at 4:00. Adjourned 5:25 pm. Riccardo Paterni will be speaking at the September 7 meeting.
No assignments for the next meeting.

Respectfully submitted,

*James O. Stupka III*

Assistant Fire Chief