

# 5<sup>th</sup> Business Growth Conference

March 30, 2017

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## EVENT RECAP AND PHOTOS



Welcome and Info

*From the Staff of* **MANTEC**  
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***Thanks for coming to the  
5th Business Growth Conference!***

## RECAP and SURVEY

You will receive an event recap email which will include the photos and a link to the conference survey. You can access the survey at:

[HTTPS://WWW.SURVEYMONKEY.COM/R/BGC17SURVEY](https://www.surveymonkey.com/r/BGC17SURVEY)

# Keynotes

8:00 - 8:50 a.m.

## All You Need To Do Is Grow: Uncovering Your Acre of Diamonds

Jon Toy

Author, Speaker, Coach, Owner - FASTSIGNS York



This keynote will give you strategies to:

- Uncover sales through existing customers
- Uncover more time in your schedule by being productive
- Uncover better relationships in life

Jon Toy knows how to get things done. You won't ever hear him say "there isn't enough time." He owns a 7 figure brick and mortar sign franchise, coaches small business owners through one on one and group mastermind meetings, serves as a deacon at his church, is an entertaining speaker, and the author of two books. His most recent book *Geared For Growth* takes you on a journey through the eyes of a small business owner looking to grow. Jon's unique 5 Gears System helps you turn your business into one that can run with or without you and lets you focus on what you like to do! When not growing his businesses he is always with his family. He's worn out by a toddler, a dancer and a sports nut – and always home for dinner and bed time!

12:00 - 1:00 p.m.

## Build Your Vehicle for Sustainable Growth

Jamie Flinchbaugh

JFlinch



*The Problem:* growth is hard enough, but to make it sustainable limits many companies

*The Cause:* growth will always strain your existing way of business, often leading to collapse

*The Solution:* build an operating system that can scale with you

*The Method:* understand how to build an operating system based on behaviors, skills, processes, and more

*The Benchmark:* learn how companies utilize lean as a foundation for a scalable operating system

Jamie Flinchbaugh is a lean advisor, speaker, and author. In addition to co-founding the Lean Learning Center, he has helped build nearly 20 companies as either a co-founder, board member, advisor, or angel investor. These companies range from high-performance motorcycles to SaaS tools for continuous improvement. He has advised over 300 companies around the world in lean transformation, including Intel, Harley-Davidson, Crayola, BMW, and Amazon. Jamie co-authored the popular book *The Hitchhiker's Guide to Lean*, and continues to share his experiences as a Contributing Editor for *IndustryWeek* and as a blogger at [JamieFlinchbaugh.com](http://JamieFlinchbaugh.com). He holds degrees from Lehigh University, University of Michigan, and MIT, and continues to teach and mentor on campus. Jamie is best known for helping to transform how we think about lean from a tools-centric model to one based on principles and behaviors. His passion for lean transformation comes from seeking to unlock the great potential that people possess to build inspiring organizations.



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“AMZ Manufacturing turns to MANTEC for resources to meet our ever changing needs. We know we will get the solution right the first time. The ERP selection process and implementation transformed our organization to meet customer demands.”

~Brandon McKillip,  
President of AMZ  
Manufacturing

## Driving Manufacturing Innovation

### Operational Excellence & Quality



LEAN Manufacturing  
Six Sigma  
ISO 9001  
ISO 14001

### Workforce Development



Cultural Assessments  
Supervisory Development  
OSHA Updates  
Health and Safety Committee

### Innovation & Growth



Marketing  
New Product Development  
Strategic Planning  
Succession Planning  
International Trade

### Technology



Front Office  
Design Services  
Manufacturing Planning & Production  
Cybersecurity  
Supply Chain & Logistics



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# Speaker Information

Session	Name	Company	Email
Become a Thought Leader in a Millennial Driven Society	Jon Babicz	BridgeTower Media	jbabicz@bridgetowermedia.com
LEAN Accounting- Another Way to View Your Business	David Blain	McKonly & Asbury, LLP	dblain@macpas.com
Who You Surround Yourself With Matters	Leo Bottary	Rutgers University	leo@leobottary.com
Communication in the Digital World	Loren Bucklin	Connected Sign	lbucklin@connectedsign.com
Why 7 in 10 Employees are Tuned Out: Coaching Conversations	James Carchidi	JFC Staffing Companies	jimc@jfcstaffing.com
Hot HR Issues: How to Avoid Getting Burned	Benjamin Dunlap	Nauman Smith	bdunlapjr@nssh.com
Build Your Vehicle for Sustainable Growth	Jamie Flinchbaugh	Jamie Flinchbaugh	jamie@JFlinch.com
Programmable Logic Controllers Workshop	Tom Fry	Penn College	tfry@pct.edu
Industrial Arc Flash Safety Workshop	Tom Fry	Penn College	tfry@pct.edu
Setting Expectations that Alleviate Wasted Time, Energy and Effort	Kate Kohler	Staub & Associates	Kate.Kohler@sandler.com
Powerful Shop Floor Scheduling Made Simple	Mark Lilly	LillyWorks	MLilly@lwperformance.com
Become a Thought Leader in a Millennial Driven Society	ShaunJude McCoach	BridgeTower Media	shaunm@cpbj.com
Do's and Don'ts During a Business Transition	Ronald Myer	Summit Advisory, Inc.	rmyer@summitadvisory.com
Modern Cyberattacks and Network Defense	Ken Pyle	DFDR Consulting LLC	kwp@dfdrc consulting.com
Operational Automation- How Do I Get Started?	Bob Rhein	Penn-Air	brhein@pennair.com
Optimizing Your Workforce With Collaborative Robots	Greg Selke	ONExia	gselke@onexia.com
All You Need To Do Is Grow: Uncovering Your Acre of Diamonds	Jon Toy	Jon Toy Consulting	jon@jon-toy.com

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## Innovative thinking is the power that helps your business grow.

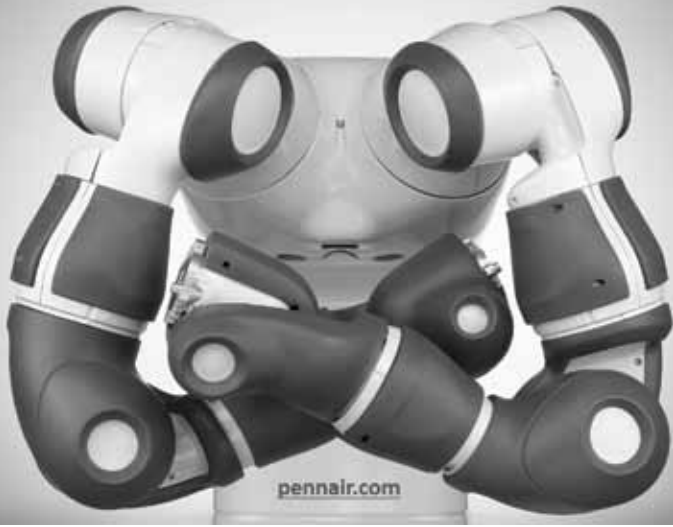
RKL can give you the knowledge to help you think outside your four walls. RKL is comprised of professionals with deep experience in accounting, tax and other financially oriented business disciplines who are dedicated to seeing your company grow. Working with RKL, you'll experience strong, long-term relationships and personalized service from a trusted business advisor. Big or small...from start-up to exit, we have the innovative thinking to help you overcome challenges, seize opportunities...and discover unlimited possibilities.

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# Schedule and Rooms

7:30 - 8:00 a.m.	Registration - Breakfast - Exhibits - Networking (Mezzanine)
8:00 - 8:50 a.m.	Welcome, Recognitions and Keynote (Motivate) All You Need To Do Is Grow: Uncovering Your Acre of Diamonds
9:00 - 10:00 a.m.	Become a Thought Leader in a Millennial Driven Society (Integrity B) Operational Automation- How Do I Get Started? (Integrity A) Powerful Shop Floor Scheduling Made Simple (Inspire)
9:00 - 11:15 a.m.	Programmable Logic Controllers Workshop (Team Room)
10:15 - 11:15 a.m.	Do's and Don'ts During a Business Transition (Integrity B) Modern Cyberattacks and Network Defense (Integrity A) LEAN Accounting- Another Way to View Your Business (Inspire)
11:15 - 11:45 a.m.	Networking (Mezzanine)
11:45 - 12:00 p.m.	Lunch Buffet Open (Motivate)
12:00 - 1:00 p.m.	Remarks and Keynote- Build Your Vehicle for Sustainable Growth (Motivate)
1:15 - 2:15 p.m.	Setting Expectations That Alleviate Wasted Time, Energy and Effort (Integrity B) Optimizing Your Workforce With Collaborative Robots (Integrity A) Hot HR Issues: How to Avoid Getting Burned (Inspire)
1:15 - 3:30 p.m.	Industrial Arc Flash Safety Workshop (Team Room)
2:30 - 3:30 p.m.	Who You Surround Yourself With Matters (Integrity B) Communication in the Digital World (Integrity A) Why 7 in 10 Employees are Tuned Out: Coaching Conversations (Inspire)
3:30 - 3:45 p.m.	Door-prizes - End of Conference (Motivate)







# More Events



THE MANUFACTURERS' ASSOCIATION'S 111TH ANNUAL EVENT  
APRIL 26, 2017

THE PULLO CENTER AT PENNSYLVANIA STATE UNIVERSITY - YORK CAMPUS

**FEATURING: DOUG HALL**  
**TRANSFORMING YOUR BUSINESS THROUGH A CULTURE OF  
INNOVATION**

**INFO: [WWW.MASCPA.ORG](http://WWW.MASCPA.ORG)**



**SAVE THE DATE - October 5, 2017!**



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PNC is proud to support MANTEC's Business Growth Conference 2017. Your commitment and contributions to Central Pennsylvania have made it an even better place to call home.

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WE ARE PROUD TO  
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## CENTRAL PENN BUSINESS JOURNAL

July 24, 2015 · Vol. 31 · No. 31 · \$2

### NATION Employers should track aftershocks of E

BY DANIEL WALMER  
dwalmer@cpbj.com

In a decision that could strengthen workplace protections for gays and lesbians — and lead to more litigation —

the U.S. Equal Employment Opportunity Commission ruled July 16 that employment discrimination based on sexual orientation violates Civil Rights law.

The ruling is "a little odd" given previous court rulings that went the

other way, said Theresa Zeckman, a shareholder at law firm Stevens & Lee PC's Lancaster office. As such, it could jump-start a protracted legal struggle.

For now, businesses can avoid lawsuits by cranking policies that forbid

discrimination applicants

The cas The E

### Inside Business

GROWTH REPORT: CUMBERLAND AND DAUPHIN COUNTIES

**Seeking legroom** — New CEO of Central Pennsylvania Youth Ballet discusses school's need for additional space. **Page 13**

**The lists** — SBA lenders, **page 23**; Fast-growing Dauphin companies, **page 24**; Fast-growing Cumberland companies, **page 25**.

**Commodity conversation** — Meet Tom Vilsack, secretary of the U.S. Department of Agriculture. **Page 17**



### Also this week



**Funny business** — A startup comic book company is using the midstate as a test market. **Page 2**

### CUMBERLAND COUNTY



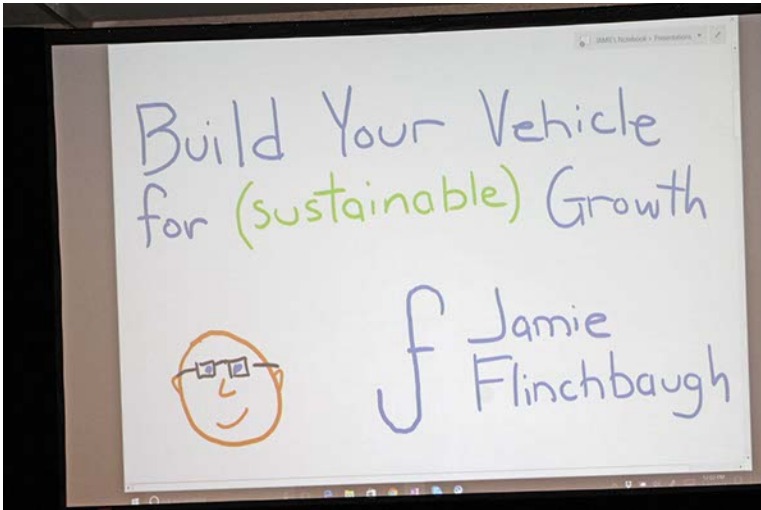
## STRONGER TOGETHER

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# Doorprizes

Congrats to the winners- sorry, we didn't track them :)



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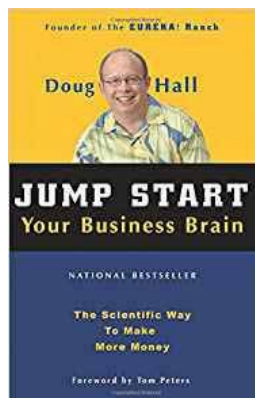
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BOOK + TICKET TO MANUFACTURERS ASSOCIATION ANNUAL DINNER ON APRIL 26 (\$75+ VALUE)



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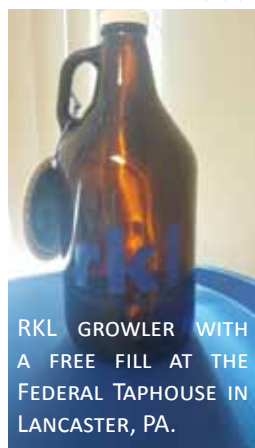
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## Upcoming Training:

**Total Productive Maintenance April 4 - 6, 2017**

**Six Sigma Black Belt Starts April 11, 2017**

**LEAN for Business Processes April 18, 2017**

**Cellular Manufacturing- April 19, 2017**

**Daily Performance Management/A3 May 11 and 12, 2017**

**Pull/Kanban Systems May 23 and 24, 2017**

**LEAN Principles- June 1, 2017**

**Effective Team Leadership June 6 - 8, 2017**

**LEAN Certification Program- Starts August 24, 2017**



**Registration and Details at:  
[mantec.org/quality2017](http://mantec.org/quality2017)**

Contact Leigh Ann Wilson for more information  
[wilsonla@mantec.org](mailto:wilsonla@mantec.org)