

# Tri-State Tooling & Manufacturing Association

Serving Southwestern Ohio, Northern Kentucky & Southwestern Indiana

FOUNDED IN 1947



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## DID YOU KNOW?

Ohio ranks in the Top 3 states for the most manufacturing jobs! The top 3 states are: California, Texas, and Ohio.

## Introducing NTMA-U – Enrollment Now Open!

NTMA's mission is to help members of the U.S. precision custom manufacturing industry achieve profitable growth and business success in a global economy through advocacy, advice, education, networking, information, programs and services. In partnership with industry experts, NTMA has developed NTMA-U, a fully online program of modules developed for precision machining and related occupations.

### NTMA-U provides a number of significant benefits!

- Available anytime, anywhere with an Internet connection, thus removing the obstacle of traditional school schedules
- Rich, narrated modules with practice problems and assessments
- Content relates to NIMS specifications, textbooks available
- Certificates available for download after each module
- College credit-earning potential, with a partnership with University of Akron's Mechanical Engineering Technology degree
- Federal Bureau of Apprenticeship Training approved

### TTMA is now offering enrollment in NTMA-U!

**\$99 per course**

**All credits count towards a degree from the University of Akron!**

Enrollment is easy! For each student enrolling in the program, send their name and email address to [ttma@toolingandmanufacturing.com](mailto:ttma@toolingandmanufacturing.com). TTMA will issue the invoice for enrollment, and an NTMA representative will contact you with enrollment confirmation.

### NTMA U: AT A GLANCE



Customized curriculum for NTMA members



Innovative online education program



Valuable industry specific Knowledge



AMPED curriculum participation

[ttma@toolingandmanufacturing.com](mailto:ttma@toolingandmanufacturing.com) | (513) 580-4250 | PO Box 470068 Cleveland, OH 44147

Jon Kozesky, Executive Director

**November TTMA Chapter Meeting  
Cyber Security presented by: Techsolve**

**Monday, November 13<sup>th</sup>**

**5:00pm Happy Hour | 5:30pm Dinner & Program**

Embassy Suites Blue Ash

4554 Lake Forest Drive, Blue Ash, OH 45242

Cyberspace and its underlying infrastructure are vulnerable to a wide range of risk stemming from both physical and cyber threats and hazards. Sophisticated cyber actors and nation-states exploit vulnerabilities to steal information and money and are developing capabilities to disrupt, destroy, or threaten the delivery of essential services. A range of traditional crimes are now being perpetrated through cyberspace. This includes the production and distribution of child pornography and child exploitation conspiracies, banking and financial fraud, intellectual property violations, and other crimes, all of which have substantial human and economic consequences.

Dave Ponegalek from TechSolve will be joining TTMA this month to teach you how to protect your business from cyber threats and ensure that your systems are meeting the latest cyber security standards.

TechSolve, Inc. is a nationally recognized solutions provider with expertise in process improvement consulting, advanced machining services & testing, and process monitoring & analytic products, serving the manufacturing and healthcare industries.

**JOIN US IN NOVEMBER! REGISTER ONLINE WITH PayPal!**

**Chicken Pesto Dinner**

**[Member RSVP \\$28](#)**

**[Non-Member RSVP \\$35](#)**

**Roasted Sirloin Dinner**

**[Member RSVP \\$38](#)**

**[Non-Member RSVP \\$45](#)**

**MEMBER NEWS & EVENTS**

**TTMA Thanks Sonny Welker**

After several years of service to TTMA, Sonny Welker has decided to resign his seat on the board of directors, to allow for new input and participation from within our membership.

On behalf of the entire Tri-State Tooling and Manufacturing Association, we thank Sonny for his dedication to this organization and the manufacturing community.

## **Tomak Precision Receives Recognition from Warren County Career Center**

Warren County Career Center recognized four business partners for the 2017 Ohio School Boards Association Business Honor Roll at the Business Advisory Kickoff recently.

Ohio CAT has been involved with the WCCC Heavy Equipment and Site Construction program since its inception in 2001. The company supported the launch of the program in adult education and then the addition of a high school program a few years later. Paul Lorenz, Cincinnati Regional Manager, has served on the Heavy Equipment Business Advisory committee and the WCCC District Business Advisory committee and has volunteered his time to assist when needed. He has been an advocate for the district and for career-technical education with legislators and the community. Mike St. Clair, Internal Product Support, Sales Rep., was named the March 2017 WCCC Valued Business Partner for his support of the program.

Tomak Precision Machining, located in Lebanon, Ohio, has opened its facility to host tours for students and teachers. AJ Schaeper, General Manager, has served as the Advanced Manufacturing Business Advisory Committee Chair for three years. Along with providing tours of the Tomak Facility, the company participates in Manufacturing Day, which gives students a hands-on look at the industry and careers in the manufacturing field. Tomak also participates with the high school Advanced Technology & Robotics program by providing student internship experiences. Mr. Schaeper also serves on the WCCC District Business Advisory Committee.

First National Bank in Lebanon has been involved for several years with WCCC. Vice President Jennifer Ceffarti has encouraged her staff to volunteer at the annual Veterans Day Breakfast at WCCC. Her branch managers help during the event by serving coffee and assisting the veterans as needed. The bank provides gifts for incoming WCCC students each year at the spring orientation event, and helps sponsor the refreshments with an annual \$1,500 donation. The bank offers free student accounts to all high school and adult students and staffed a booth at the junior orientation, explaining how student accounts can continue as long as they are a student in higher education, and how they can transition when they start working and choose an option.

FANUC Robotics supports WCCC by offering a half-day tour for the rising eighth-graders at the annual WCCC High Tech Career Camp. The students get hands-on experience with robotics and get an inside look at advanced manufacturing. FANUC Vice President John Roemisch served on the District Business Advisory Committee for several years and has been succeeded in that role by Director of Sales, Engineering &

Operations Ryan Patterson. Chris Weaver represents FANUC on the Advanced Manufacturing Business Advisory Committee. FANUC has provided several tours of their facility, to both adult and high school students, and has assisted with the development of the curriculum. They were also involved in the development of the WCCC RAMTEC Lab, which provides training for high school and adult students in the advanced manufacturing and robotics field.



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**Tri-State Manufacturing Resource Group (TRMG)  
Manufacturing Educational Sessions**

**Thursday, December 7<sup>th</sup> | 7:30am – 12:00pm**

Cost: \$25

**MSP Training Room - McGill Smith Punshon, Inc.**

3700 Park 42 Drive, Suite 190B, Cincinnati, Ohio

With the ultra-competitive environment today, effective and practical measures can give manufacturing companies, fabrication shops, contract manufacturers etc. a major advantage over the competition (local, national or global) and significantly boost their profitability.

**Why should I attend?**

- Innovative ideas for the manufacturing organization
- Reduction of waste in the plant floor operations
- Learn industry best practices in manufacturing
- Advantages of adhering to regulatory standards
- Discuss and exchange ideas with fellow manufacturers and subject matter experts – **FEATURING TTMA MEMBERS: Phil Denton, David Iyoha, Jim Kinnett, and Kat Vriner!**

**For more information and registration visit [www.thetmrg.com](http://www.thetmrg.com)**

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**Do you have a Safety Hero in your company?**

iReport Source wants to showcase the individuals in your shops working every day to ensure the safety of your employees. Email Nancy Koors at [nkoors@ireportsource.com](mailto:nkoors@ireportsource.com) to have their profile featured! Visit [www.ireportsource.com/safety-heroes](http://www.ireportsource.com/safety-heroes) to learn more about Safety Heroes!

## **Planning Your Exit On Your Terms A Comprehensive Valuation Begins the Process**

By: Gerry Chadwick, Sunbelt Business Advisors of Southwest Ohio

Many of our clients have prepared themselves and their businesses to be successfully marketed for sale. The results proved the preparation to be worth the time and effort. Unfortunately, we too often see business owners after they've already made up their minds that it's time to sell their business, but without proper planning. Why is this unfortunate? Because the lack of planning results in leaving money on the table and having a business that presents challenges to market effectively.

This is a one-time event – get it right with developing a proper exit plan. The first step in the process of building an exit plan is to figure out what you have and where do you need to finish. A well thought out and comprehensive business valuation is the cornerstone to that process. Components of the valuation should include a lot more than slapping a multiple against EBITDA.

To get it right, a team should be assembled to compile and review the valuation. This team includes, at a minimum; an accountant, tax specialist, wealth manager/financial planner, and an attorney.

Here are the steps in preparing and analyzing a comprehensive valuation:

1. Review all financial information and recast to determine the actual business earnings. This step involves adjusting the Income Statement and Balance Sheet to eliminate any expenses not related to the operation of the business, including owner personal benefits and one-time expenses. The adjusted earning, or Seller's Discretionary Earnings, becomes the basis for valuation process.

2. Analyze the business from an operational perspective. This step includes performing a Transaction Readiness Assessment and Value Driver Analysis. One of the models for valuing a business focuses on how the business ranks in these areas. Some of the areas that impact value are:

- Owner's role and responsibilities and "replaceability"
- Strength of management team
- Strength of the employee group
- Are there any customer concentration issues
- Quality of earnings or quality of customers

3. Transferability is a key phrase we use in determining how ready a business is to go to market. The easier the transfer of the business, its employees and customers, the lower the risk to a buyer, resulting in a higher value and greater interest in the market. If applicable, it's also important to know the value of other business assets – equipment and real estate.

4. Once the valuation and appraisals have been completed the next step is a detailed analysis of the results.

- Analyze the “Most Probable Selling Price”
- Was the methodology sound
- Were all critical elements of the business taken into consideration
- Are the results based on a Buyer’s reality (for example, if a high multiple of earnings was used, does the estimated post-debt service cash flow make sense)
- Analyze the tax implications
- Model deal structures with the potential tax consequences
- Estimate post-tax net benefit from the transaction
- Meet with wealth manager
- How does the net cash benefit from the sale fit into the total investment plan
- Is it enough? If yes, it’s time to discuss the process and timing of confidentially marketing the business for sale.
- If not, determine what the “needed” price is and develop plan to achieve the investment plan
- If there is a gap between the actual value and wanted or needed value a plan can be developed to reduce or eliminate the gap

A plan is only useful if you know where you’re starting and where you want to finish. By investing in a comprehensive business valuation a business owner will be gain the peace of mind that they are where they need to be or have a timeframe and plan to work on the value drivers that will close the gap.

To learn more, at no cost, about how to develop an exit plan, contact Sunbelt Business Advisors at [Cincinnati@sunbeltnetwork.com](mailto:Cincinnati@sunbeltnetwork.com).

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**Federated Insurance Offering FREE Winter Driving Safety Seminar!**  
**[REGISTER ONLINE NOW!](#)**



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**REGISTER NOW!**

*Complimentary Webinar:*  
**SEASONAL DRIVING – WINTER DRIVING SAFETY**  
Tuesday, November 21, 2017 (1:00 PM CT)

**LEARN HOW TO  
SET YOUR DIAL ON LOW**

