THANK YOU.
Friends of the Foundation,

In 2016, after 24 years of service to the organization, Executive Director Dave Sansone retired from his position with Precision Metalforming Association Educational Foundation (PMAEF). Six months later, Precision Metalforming Association experienced a similar ‘changing of the guard,’ as its President Bill Gaskin also retired after 40 years of service.

In the midst of all this change, the foundation continued its vital work, providing workforce-development and metalforming-industry grants to PMA, NIMS and PMA Districts in an effort to support workforce-development initiatives that enhance the metalforming industry. PMAEF was proud to become a flagship sponsor of a newly launched podcast, Destiny of Manufacturing. The podcast highlights industry leaders who share their insights on how they create and implement their companies’ business plans while adapting to an ever-changing market.

New resources were created for the Center for Metalforming Careers (C4MC) website, which seeks to improve the public’s image of the metalforming industry and provide awareness of metalforming careers. The website is aimed at tailoring its offerings to four target audiences: students, parents, educators and metalforming companies. Visitors to the site can learn about the typical day in the life of a metalformer and are introduced to Nick, a tool & die apprentice who discovered that a four-year college program in accounting wasn’t for him.

2017 proved to be a big year for the foundation as it also embarked on it biggest initiative to-date, with the creation and launch of METALFORM EDU—an online learning management system that will deliver all of PMA’s training content. PMAEF has committed $1.3 million to this endeavor and believes that the platform will be instrumental in providing the skilled workforce that companies need to stay competitive in today’s market.

My time with PMAEF has been incredible, and although I will be taking on more program management of METALFORM EDU in 2018, I intend to stay closely connected with workforce-development projects that support the entire metalforming industry.

Sincerely,

Erin Riffle
PMAEF Development Associate
Letter from the Chair

The Precision Metalforming Association Educational Foundation (PMAEF) has positioned itself as an industry force in education thanks to the generosity of the founding members who provided the initial endowment funding. Since that time, PMAEF trustees have demonstrated good stewardship while funding Precision Metalforming Association (PMA) training programs, PMA districts grants, the National Institute for Metalworking Skills (NIMS), and numerous other workforce development programs with educational organizations and industry partners.

In accordance with our mission “to increase the supply of skilled workers by supporting and developing education programs and by improving the public image and awareness of careers in metalforming,” the trustees launched the Center 4 Metalforming Careers (C4MC)—Attract, Recruit, Develop, Deliver.

And there’s much more, as the PMAEF trustees have listened carefully to workforce-challenge concerns expressed by PMA member companies. The foundation invested heavily to provide the industry with impactful tools for workforce development. For example, the foundation collaborated with PMA and granted $1,350,000 for the development of a web-based Learning Management System (METALFORM EDU).

PMA partnered with 180 Skills to provide more than 500 online courses that will be available on the LMS. PMA staff is working with 180 Skills to convert and update existing PMA courses to a consistent online delivery format, and is actively engaged in several beta-tests including an updated Press Operator Course. Also, subject-matter experts are working closely with staff to update and release new PMA-specific courses to METALFORM EDU.

The foundation is fortunate to have a committed group of volunteer trustees comprised of industry thought leaders with workforce-development expertise at the corporate, local, state and national levels. With the trustees’ vision and staff execution, in the near future PMA member companies will be able to capitalize on these workforce-development tools.

PMAEF trustees also have recognized that the major METALFORM EDU investment could significantly impact its ability to serve the industry’s future workforce-development needs. As a result, the trustees conducted a campaign-readiness study in anticipation of launching a new workforce-development fundraising initiative. With positive support of the membership, the foundation launched a targeted fundraising campaign: C4MT—Attract, Recruit, Develop, Deliver. We are proud to report 100-percent PMAEF-trustee participation in the campaign, which has raised more than $500,000. The campaign is expected to launch more broadly throughout 2018 and 2019.

We are grateful to the PMAEF founding members who had the foresight and commitment to establish the foundation in order to benefit the metalforming industry. We look forward to expanding our collaboration with PMA and creating value-added programs for our industry colleagues. We also recognize that these accomplishments would not be possible without the dedicated support and execution of the PMA staff and committed volunteer board members.

Lastly, the foundation is very fortunate to have Erick Ajax as the incoming PMAEF Board Chair—a nationally recognized workforce-development thought leader. No one is better qualified to guide the launch of these new initiatives and see us into the future.

Sincerely,

Jeffrey Clark
CEO, Waukesha Metal Products
Dedicated to Delivering the Future of Training

The Precision Metalforming Association (PMA) and the PMA Educational Foundation (PMAEF) have long recognized the need to create and deliver world-class metalforming training. When PMA first developed the Press Operator and Die Setter training systems, VHS was a new technology. Over time, the training materials were converted to DVD. As technology has evolved, so have education and training programs, which have transitioned to web-based platforms. With this in mind, the foundation’s board recognized the need to adopt and move to a modern e-learning format.

As a result, the foundation and PMA worked closely to develop a multi-faceted and robust plan. In August 2016, PMA was awarded a $20,000 foundation grant for a learning management system (LMS) acquisition project. The objective was to evaluate providers, solicit requests for proposals from pre-qualified vendors and ultimately identify the best LMS solution for PMA and its members. Top Class from WBT Systems was ultimately selected to become the LMS system provider.

Once the vendor was chosen, PMA solicited for and was awarded $42,000 to evaluate the current suite of training programs, prepare the initial instructional design, conduct a needs assessment and develop a prototype module. As a result of this project, it became clear that PMA did not have the necessary resources to convert, create and redevelop its existing training programs.

PMAEF granted $500,000 to PMA in August 2017 to begin the process of updating and converting the existing DVD training programs to online learning. PMA initiated the competitive process to identify and engage a suitable partner(s) to:

- Begin updating and converting PMA’s DVD training programs to an e-learning format.
- Develop new training materials specific to the metalforming industry.
- Economically access existing technical and foundational skills training that meets the needs of PMA members, including basic employment skills, CNC programming, quality/six sigma, lean manufacturing, OSHA safety and more.

A dedicated team of PMA/PMAEF staff as well as foundation board members interviewed and acquired proposals from four e-learning content providers. After months of due diligence and extensive negotiations, 180 Skills was selected to become the content partner. In addition, 180 Skills brings more than 500 courses in a range of technical and foundational skills that will complement PMA’s Press Operator and Die Setter training systems as well as programs for 3rd- and 4th-year apprenticeships.

PMAEF and PMA are dedicated to providing a means for members to develop and obtain skilled workers who are properly educated in modern metalforming technology, methodologies and technical competencies. Our e-learning product, METALFORM EDU, will be integral to creating the trained workforce companies need!
OUR VISION:
The PMA Educational Foundation will be a national catalyst for educational change.

OUR MISSION:
To increase the supply of skilled workers by supporting and developing training and education programs and by improving the public image and awareness of careers in metalforming.

We foster careers.
We manufacture manufacturers.
We form metalformers.
$2,170,592
IN GRANTS AWARDED SINCE INCEPTION

NIMS
$185,000
DISTRICTS
$126,200
INDUSTRY
$757,780
PMA
$897,000
EDUCATIONAL ORGANIZATION
$204,612

WORKFORCE DEVELOPMENT

One-stop shop for all your training needs
Shaping the next generation of skilled workers
One easy-to-access site available any time and any place
Keeps employees on-site
More than 500 online courses to choose from
Higher employee retention leads to higher company profit

METALFORM EDU

WORKFORCE INITIATIVES

C4MC informs and educates students, parents, and educators about the benefits of the industry through videos, testimonials, career resources, visibility of the industry, and workforce development resources.

Manufacturing Day (MFG DAY) is an initiative started in 2012 to help change the perception of the industry and highlight awareness that modern metalforming is a part of everyday life.

www.center4metalformingcareers.org

Students
Parents
Educators
Industry

2017 GRANT PROJECTS

District grants are awarded annually to support local workforce development initiatives.

PARTICIPATING DISTRICTS:

CLEVELAND | EAST MICHIGAN | TENNESSEE
WEST MICHIGAN | WISCONSIN | TWIN CITIES

Robotics $4,500
Scholarships $3,000
Workforce Development $3,000

47 PMA companies were involved in MFG DAY 2017
Founding Member Honor Roll

**PLATINUM ($50,000+)**

- Boker’s Inc.  
  Minneapolis, MN
- Brown Corp. of America Inc.  
  Ionia, MI
- Link Systems  
  Nashville, TN
- James Lozelle  
  Ann Arbor, MI
- The Minster Machine Co.  
  Minster, OH
- Phoenix Specialty Manufacturing Company  
  Bamberg, SC
- Stamco Industries, Inc.  
  Euclid, OH
- Stamtec, Inc.  
  Manchester, TN
- Walter Sutowski  
  Cleveland, OH
- Thomas Engineering Co.  
  Minneapolis, MN
- Trans-Matic Mfg. Co., Inc.  
  Holland, MI

**GOLD ($25,000+)**

  Avon, OH
- Anchor Manufacturing Group, Inc.  
  Cleveland, OH
- Art Technologies, Inc.  
  Hamilton, OH
- Michael & Kathleen Aznavorian  
  Plymouth, MI
- Stewart EFI  
  Thomaston, CT
- The Genesee Group  
  Grand Prairie, TX
- Wayne & Susan Hamilton  
  Ann Arbor, MI
- IMH Products, Inc.  
  Indianapolis, IN
- Interlake Industries, Inc.  
  Willoughby, OH
- Dennis & Cindy Keat  
  Rochester, MI
- Kendale Industries, Inc.  
  Cleveland, OH
- Meier Tool & Engineering  
  Anoka, MN
- Micro Stamping Corp.  
  Somerset, NJ
- Ohio Stamping & Machine Co., Inc.  
  Springfield, OH
- The Quarterly Club Vibro/Dynamics Corp.  
  Broadview, IL
- Walker Corp.  
  Ontario, CA
- Dieter Weissenrieder  
  East Hanover, NJ

**SILVER ($10,000+)**

- American Engineered Components  
  Brighton, MA
- American Iron & Supply  
  Minneapolis, MN
- Atlantic Tool & Die Co.  
  Strongsville, OH
- Atlas Technologies  
  Fenton, MI
- Batesville Tool & Die  
  Batesville, TN
- Bennett Tool & Die Co. Inc.  
  Nashville, TN
- Richard H. Brown Foundation  
  Ada, MI
- Clow Stamping Co.  
  Merrifield, MN
- Dayton-Rogers Mfg. Co.  
  Minneapolis, MN
- Die-Matic Corp.  
  Cleveland, OH
- GR Spring & Stamping Inc.  
  Grand Rapids, MI
- Lacey Manufacturing Co.  
  Bridgeport, CT
- Larson Tool & Stamping Co.  
  Attleboro, MA
- Mark Concepts, Inc.  
  Dayton, OH
- Minneapolis Washer & Stamping, Inc.  
  Minneapolis, MN
- Olson International Ltd.  
  Chicago, IL
- Parkview Metal Products  
  Chicago, IL
- Pentaflex, Inc.  
  Springfield, OH
- The Quarterly Club in memory of Jim McGregor Ralco Industries, Inc.  
  Auburn Hills, MI
- Reichert Stamping Co.  
  Toledo, OH
- Res Manufacturing  
  Milwaukee, WI
- Ruston Simon  
  Simpsonville, SC
- Wintriss Controls Group  
  Acton, MA
- Zierick Manufacturing Corp.  
  Mt. Kisco, NY

For Your Generosity, We Thank You!
Thank You for Your Support!

BRONZE ($5,000+)
Burnside Mfg. Co.
Spring Lake, MI
Continental-Midland Inc.
Park Forest, IL
Co-Planar, Inc.
Rockaway, NJ
Dalco Machinery, Inc.
Toledo, OH
Dallas Industries, Inc.
Troy, MI
E & E Manufacturing Co., Inc.
Plymouth, MI
William & Ann Gaskin
Chagrin Falls, OH
Ralph and Carla Hardt
Valencia, PA
Hialeah Metal Spinning
Hialeah, FL
HK Metalcraft Mfg. Corp.
Lodi, NJ
Lakeshore Stamping Co., Inc.
Chesterfield, MI
Lapham- Hickey Steel Corp.
Chicago, IL
Laystrom Manufacturing Co.
Chicago, IL
Nels and Liz Leutwiler Morrissey Inc.
Minneapolis, MN
ODM Tool & Manufacturing Co., Inc.
McCook, IL
Patton-MacGuyer
Providence, RI
Plante & Moran, LLP
Southfield, MI
PMA East Michigan District
PMA Indiana District
PMA New England District
PMA Southern New England District
Radar Industries, Inc.
Roseville, MI
Stone City Products, Inc.
Bedford, IN
Stripmatic Products, Inc.
Cleveland, OH
Sup-R-Die, Inc.
Cleveland, OH
Tower Automotive, Inc.
Grand Rapids, MI
Triad Metal
Parma, OH
W & H Stampings & Fineblanking, Inc.
Hauppauge, NY
Richard & Susan Wilkey
Watertown, WI
Wing & Jabaay Inc.
Grand Rapids, MI
James & Joan Zawacki
Grand Rapids, MI
Gretchen Zierick
Mount Kisco, NY

2017 Board of Trustees

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President, Waukesha Metal Products

VICE-CHAIRMAN
Erick Ajax
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Chuck Cederberg
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Virgil DeLay
President & CEO, The Diemasters Manufacturing, Inc.
Jody Fledderman
President & CEO, Batesville Tool & Die, Inc.

PMA CHAIRMAN
David Arndt
President, Pentafflex, Inc.

PMA EDUCATIONAL FOUNDATION STAFF
Roy Hardy
President & Secretary

Troy Roberts
CEO, Qualtek Manufacturing, Inc.
Michael San Filippo
Sales and Marketing Manager, Reich Tool and Design, Inc.
William R. Smith
CEO, Termex Corporation
PJ Thompson
President, Trans-Matic Manufacturing Co.

Erin Riffle
Development Associate
With Sincere Appreciation

2017 DONORS

PARTNER ($4,999 - $2,500)
Stone City Products, Inc.

INVESTOR ($2,499 - $1,000)
Kathleen Aznavorian/
The Richard H. Brown Foundation

DONOR ($499 & UNDER)
Alberto Garcia
Bruno Pires
Douglas Johnson
Douglas Sheppard
Jeffrey Clark
Lee Schilling
Patrick Sheehan
PMA Cleveland District
Ronald Turmel
Roy Hardy

CAMPAIGN 4 METALFORMING TALENT SUPPORTERS

PLATINUM ($100,000+)
Lapham-Hickey Steel Corp.
Trans-Matic Manufacturing, Inc.
Termax Corp.

GOLD ($50,000+)
Batesville Tool & Die, Inc.
Erick Ajax & Kristen Olsen
Waukesha Metal Products

SILVER ($25,000+)
Clips & Clamps Industries
Stripmatic Products, Inc.
The Sutowski Foundation

BRONZE ($10,000+)
Larson Tool & Stamping Company
Diemasters Manufacturing, Inc.

FRIEND ($5,000+)
Ann & William Gaskin
PMA Cleveland District
PMA West Michigan District
Ralco Industries, Inc.
Troy Roberts

CONTRIBUTOR (<$4,999)
Bernard Rosselli
Boker's, Inc.
Dallas Industries
Dieter Weissenrieder
Hialeah Metal Spinning, Inc.
Michael San Filippo
Richard Kelly
Tusco Display

TOTAL REVENUE
$95,062

25% CONTRIBUTIONS
$22,909

75% EARNINGS
$72,153

TOTAL EXPENSES
$404,647

50% GRANTS *
$205,000

0% GOVERNANCE
$3,530

22% OPERATIONS/ADMINISTRATIVE *
$88,160

28% FUNDRAISING
$112,957

* Supported by the endowment and board designated funds
## PMA Educational Foundation

**Statements of Financial Position**

**March 31, 2017 and 2016**

<table>
<thead>
<tr>
<th>ASSETS</th>
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<tbody>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
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<tr>
<td>Cash and equivalents</td>
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<td><strong>OTHER ASSETS</strong></td>
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<tr>
<td>Investments</td>
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<td>Other</td>
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<tr>
<td><strong>Total assets</strong></td>
<td>$3,174,452</td>
<td>$3,166,794</td>
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<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
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<tr>
<td><strong>CURRENT LIABILITIES</strong></td>
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<tr>
<td>Accounts payable</td>
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<td>Advance deposits</td>
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<td><strong>Total current Liabilities</strong></td>
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<td><strong>NET ASSETS</strong></td>
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<td>Unrestricted</td>
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<td>Temporarily restricted</td>
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<td>Permanently restricted:</td>
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<td>Endowment fund</td>
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<td>466,467</td>
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<td><strong>Total net assets</strong></td>
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<td>3,064,313</td>
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<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>$3,174,452</td>
<td>$3,166,794</td>
</tr>
</tbody>
</table>

*Supported by the endowment and board designated funds*