



Dear Members and Friends of the Maryland World Class Consortia,

On behalf of me and the Staff and Board of the Maryland World Class Consortia, we wish you a *very happy holiday season and best wishes for a bright and prosperous New Year.*

As 2009 draws to a close, I wanted to thank our friends, consultants, and supporters for your continuing commitment and advocacy of the MWCC. Without your help, the Consortia could not deliver on its objective of building the competitive strength of Maryland businesses, spreading lean knowledge and skills, and growing the state and national economies through “world class” performance excellence. A special thanks to our members for allowing the Maryland World Class Consortia to be your source for the training, networking, coaching, and implementation support of your continuing Lean Journey.

'09 has been a turbulent year for everyone, including the Maryland World Class Consortia. Due to budget cuts, our assistance grant has closed and is no longer available to the MWCC or other very deserving programs that support our vibrant state economy and culture. This year the MWCC moved toward a new financial and operational model, and we will continue that transition in 2010. I am proud to say that, during this change, we have been able to continue serving members’ lean improvement needs. Many members credit lean improvement with their survival in the current economic downturn, and the Consortia has played a key role in many of their strategies.

With the New Year just around the corner, I wanted to pause and share some of the exciting events and important changes we have planned for 2010.

- In early February we will launch the fourth year of our flagship Lean Facilitator Certification Program (LFCP). The \$6,500 tuition covers eight training modules (2 to 3 days per month), and financial aid may apply. For an additional fee, participants can add a coach-supported Capstone Project to fully translate classroom knowledge into hands-on skills. Last year’s Capstones netted between \$55k and \$500k per project of measurable performance impact. We currently have room for a few more people, *so contact me immediately if you would like more information.*
- The basic format for our Quarterly Meetings will remain unchanged. We will continue to invite prominent speakers and lean thinkers to inform and inspire your Lean Journeys, and member stories will continue to keep everyone aware of the lean progress of other members. Starting in 2010 we will invite carefully selected vendors to present their goods and services, and also to sponsor meetings to help keep meetings cost-free for members. Not all participants stay to eat, so 2010 Quarterly Meetings will include optional lunch for an additional fee.
- We are planning additional shared learning events in 2010, including several half-day “mini-conferences” throughout the year. Each will include 3 one-hour presentations by lean practitioners, and access to follow-up events and resources. Topics will include Lean for Job Shops, and Lean Office. Watch our website, [www.mwcmc.org](http://www.mwcmc.org), for dates and information.
- We will continue to deepen and broaden our relationships with prominent nationally-recognized organizations that align with the Consortia’s mission and vision, including:



- The Shingo Prize for Operational Excellence: We will hold an orientation workshop for all Maryland companies who wish to challenge for “the Nobel Prize of” Operational Excellence. Our member companies will represent Maryland at October’s Northeast Shingo Prize Conference ([www.neshingoprize.org](http://www.neshingoprize.org)).
- The Society of Manufacturing Engineers: The MWCC will provide a preparation workshop for the nationally-recognized Lean Certification ([www.sme.org/leancert](http://www.sme.org/leancert)).
- The Association for Manufacturing Excellence: The MWCC will support November’s AME Conference in Baltimore ([www.ameconference.org](http://www.ameconference.org)). Our member companies will be among the leading companies showcasing their progress through inspiring and educational tours for lean practitioners from around the world.
- The Consortia will launch new workshop titles and speaker events in the New Year, including new offerings on organizational culture, lean leadership, and Training Within Industry (TWI).
- In April of 2010 we will launch our inaugural webcast. The webcast will be the ideal format for many lean practitioners and their teams. Look for more info on our website in weeks to come.
- Early in 2010, the MWCC will move into social media. Join our LinkedIn group today ([www.Linkedin.com](http://www.Linkedin.com)) where members and friends can keep abreast of the latest news and discussions about lean and world class performance. You can also join our bi-weekly News Feed of lean news at <http://mwccnewsfeed.wordpress.com>.
- For those whose company memberships are soon up for renewal, keep in mind that we have recently expanded our membership levels. The terms of our \$1000 Standard Membership include annual reporting of lean improvement activity and business results. We recognize that some members, such as privately-held firms and large enterprises, find these reporting terms awkward. For that reason, we will encourage some companies to convert their Standard Membership to one of several Sponsoring Membership levels. Beginning at \$2,500, Sponsoring Members receive all the benefits of Standard Membership. They also receive recognition on the Consortia’s website and literature as a sponsor, as well as complimentary executive coaching and assistance. More information will be included with your renewal package in early 2010.
- 2010 will offer new opportunities to MWCC members to support the Community of Lean Practitioners through volunteer work, development of financial sponsorships, event hosting, and marketing and membership expansion. Look for more information early next year.

The Maryland World Class Consortia looks forward to its 14<sup>th</sup> year supporting performance excellence, economic growth, and the leadership of continuous improvement cultures through true “Lean Thinking”. Thanks again for your continuing commitment and support.

Yours sincerely,

A handwritten signature in black ink, appearing to read "Jeff Fuchs", with a long horizontal flourish extending to the right.

Jeff Fuchs  
Development Director