

**NORTHEAST  
ADVANCED  
MANUFACTURING  
CONSORTIUM**

The Northeast Advanced Manufacturing Consortium (NAMC) is an 8-year old consortium led by four MassHire Workforce Boards in the northeast corner of Massachusetts, including the MetroNorth, Greater Lowell, Merrimack Valley, and North Shore Workforce Boards. It is dedicated to addressing and supporting the region's manufacturing talent needs. NAMC takes its direction from regional manufacturing companies; NAMC partners currently include the MassHire Career Centers, Community Colleges, and Vocational Technical Schools.

Since its inception, NAMC has provided funding to train over 800 local residents to prepare them successfully to enter manufacturing careers. The demand for NAMC services continues to grow based on two indicators – an increase in demand for products made in the region and an expected increase in retirements as the current workforce ages.

NAMC Workforce Board leadership is seeking a well-versed and experienced consultant to lead a Strategic Planning process that will guide the organization successfully into the next phase of service to the industry. Areas of activity as part of this plan should include, but not be limited to:

1. Review of current mission, goals, objectives, and performance in relation to conditions today and into the future
2. Review of funding structure and methodologies that have served us well to date in relation to future funding opportunities that could be pursued
3. Review of current legal, governance and employment structures to determine if these are appropriate for future success or if other structures would be more successful
4. Review of industry data, both real-time (i.e., direct company reflections) and statistical data to accurately provide a picture of the current manufacturing industry's talent needs and our past and future ability to respond to this data
5. Analysis of current relationships with companies, partners, and funders to determine if these are most effective and steps that should be taken to build on existing relationships and additional partnerships that should be developed.

It is anticipated that the chosen consultant will be highly skilled in leading strategic planning processes, such as SWOT and other exploration tools, knowledge of organizational development practices, cost/benefit analyses, change methodologies, and other traditional and new state-of-the-art planning protocols. These would result in a useful Strategic Plan document that will take NAMC into a successful future.

Anticipated timeframe for project – Dec, 2020 to May 31, 2021. Funding availability - \$8,000 to \$10,000

Interested consultants should submit a resume, a brief (one page) description of work to be provided, including a timeline of the approach to this project, two examples of Strategic Plans previously developed, and two references that can attest to the capability to carry out this project. In addition to Strategic Planning skills, the successful bidder will exhibit an understanding of economic and workforce issues and structures as well as an understanding of organizations that rely on partnerships to carry out its mission.

Responses should be submitted electronically in a single PDF format by December 21 to Kari Heen, Office Coordinator, MassHire-North Shore Workforce Board at [kheen@masshire-northshorewb.com](mailto:kheen@masshire-northshorewb.com). Questions can be directed to Mary Sarris at [msarris@masshire-northshorewb.com](mailto:msarris@masshire-northshorewb.com), Peter Farkas at [peter.farkas@masshiregreaterlowell.com](mailto:peter.farkas@masshiregreaterlowell.com), Abel Vargas at [avargas@masshiremvwb.org](mailto:avargas@masshiremvwb.org), or Chris Albrizio-Lee at [clee@masshiremetronorth.org](mailto:clee@masshiremetronorth.org).