

Manufacturing & Logistics CEO Peer Group Agenda

Friday, June 6th, 2025

8:15 - 11:30 AM EST

Meeting Location:

JACO Advisory Group Offices
6605 Longshore St.
Suite 240
Dublin, OH 43017

8:15-8:30: WELCOME

- Coffee, breakfast, informal catch-up
- One-Minute Intro
 - Top of mind business challenge(s) you are dealing with
- Review of today's agenda

8:30-9:15: SUPPLY CHAIN & TARIFF DISCUSSION

- Jeff Cope / Group Discussion
 - Tariffs and Global Supply Chain

9:15-9:25: BREAK

9:25-10:10: STRATEGIC PLANNING IN UNCERTAIN TIMES

- Chris Intihar / Group Discussion
 - Growth through target markets
 - Pricing strategies
 - Sales force effectiveness

10:10-10:20: BREAK

10:20-11:30: ROUNDTABLE DISCUSSION

- Top of mind issues from the group

Future Discussion Topics

People, Workforce, and Leadership

- Benefits and Compensation Strategies
- Workforce Management Best Practices
- Annual People Assessment Processes
- Scoring New Roles for Growth
- Estate Planning for Business Leaders
- Customer Brokering: Talent and Relationship Building

Business Operations and Strategy

- Sales and Operations Planning (S&OP): Making It Visual and Simple
- Effectively Reducing Inventory While Maintaining OTIF (including math models)
- Annual Business Assessments
- Growth Through Target Markets
- Sales Force Effectiveness
- Pricing Strategies
- Inventory and Service Optimization
- CRM Platforms: Selection and Usage

Manufacturing and Industrial Trends

- Wage Trends in Manufacturing
- Production and Overhead Cost Management
- Safety in Manufacturing and Warehousing
- Tools to Improve Quality
- Tariffs and the Global Supply Chain

Digital and IT

- Email and Digital Marketing
- Digital Marketing Playbook: From Strategy to Execution
- Cybersecurity and IT Metrics
- Database Analysis in Finance
- Software Architecture for Growing Companies

Regional and Governmental Issues

- Ohio Economic Development Plans (City of Columbus, JobsOhio, etc.)
- Central Ohio's Long-Term Business Outlook
- Government Funding Opportunities
- New Government Rules and Compliance