

**Armstrong County Manufacturing Consortium
Members & Resource Partners Meeting
Minutes
May 1, 2008**

The May 1st meeting of the Armstrong County Manufacturing Consortium was called to order by president Vickie DeThomas at 7:30 am. Jeff Fullerton, Vice President facilitated the meeting.

Present

Members

Vickie DeThomas – OmniTech Partners
Chuck Slagles – CES Designs
Patrick Huth – Electro-Optics Center
Jeff Fullerton – DRS Technologies
Joanne Petras – Fuzion Technologies, Inc.
Alex Stockmal – Mid-Atlantic District Labs
Jim Pish - Dielectric Solutions
Brian DelVecchio – Electro-Optics Center

Resource Partners

Lori Harvey – TCWIB
David English – AET
Pat Hollinger – Penn State
Marie Dillon- Griffith – CareerLink
Justin Nolder - DPD
Rich Muth – IUP Northpointe
Phil Nadiak - TCWIB

Present

Members Resource Partners

Vickie DeThomas - OmniTech Partners Lori Harvey - TCWIB

Joanne Petras - Fuzion Technologies David English - AET

Jeff Fullerton - DRS Technologies Pat Hollinger - Penn State

Joe Goldcamp - Nature Blend Justin Nolder - DPD

Pat Huth - Electro-Optics Marie Dillon-Griffith - CareerLink

Jim Pish - Dielectric Solutions Rich Muth - IUP Northpointe

Alex Stockmal - Mid Atlantic District Labs Phil Nadiak - TCWIB

Cliff Ankeny - Podinks Kate Curtis - SBDC

Chuck Slagle - CES Designs

Brian Delvecchio - Electro-Optics

Minutes

Prior meetings minutes were approved with a motion by Brian Delvecchio, seconded by Joe Goldcamp.

Resource Partners

Justin Nolder - The Armtech Showcase will be August 14th, 15th & 16th. The schedule will remain the same as last year. The registration forms have been mailed.

Phil Nadiak, TCWIB , Arcept Coordinator for the WIB stated that there were two career days, Lenape and Apollo Ridge. Vickie Dethomas mentioned that the Apollo Ridge Career Day was a great experience.

Rich Muth - IUP - North Pointe - He had nothing pertaining to the group to report.

Patrick Huth - Electro-Optics - If anyone would like details on the Penn State & IUP Electro Optics camp for 11th & 12th graders, they should contact Pat. Pat also mentioned the the partners at CMU are willing to institute a robotics program. It was mentioned that a summer camp could be planned for this summer but in order to really be prepared and recruit the proper teachers & receive the proper involvement, next year would be better. Pat and Vickie will be having a meeting to discuss the program and all its details.

Pat Hollinger, Penn State stated they will have a Legos Camp at Penn State for 4th - 6th grade and an advanced session for 5th - 7th grade. The summer camp starts in June if ½ days for a week. She also stated that Penn State received three of the training programs, Flash, Strategic Planning and Project Management. Lori Harvey stated she will send out the dates of the programs for everyone involved. Lori also mentioned there is still room in all the classes, so if anyone is interested, please contact her.

Pat also mentioned that the Alle-Kiski and Armstrong CareerLink are teaming up with PennState to do a Job Fair on October 1st.

Kate Curtis - SBDC - Kate mentioned that on April 30th, she had a meeting with local bankers and other funding sources to see what was available. The website newpa.com will detail all the state programs that are available and the interest rates are really low.

As Kate mentioned the website, Brian Delvecchio stated it would be nice to see a consolidated list of websites that were available to assist the group. Pat Hollinger stated that maybe its something an intern could do for the group.

Marie Dillon- Griffith - Career Link - Marie restated the job fair to be held on October 1st. She also mentioned the Veterans event on August 8th at the Belmont. It was suggest to schedule the event closer to Armtech but Marie said that was as close as it could be due to the set-up. She stated that the Veterans are running this program and that no other group has tried to do such an event.

She also had a welders application if anyone was interested.

Lori Harvey, TCWIB, reviewed the Tuition Reimbursement Program that covered training from July, 2007 to June 30, 2008 paid out \$34,000 in shared training and \$72,532 in reimbursement to 10 companies pending approval. The Chairs will approve the applications and checks will go out to the companies. She also wanted companies to be thinking about what they wanted to look

for in grants for next year. June 23rd is the Statewide Advanced Manufacturing meeting at Penn State.

David English - AET, stated the Workforce Forum was held on Friday, April 25th from 8:00am - 3:00pm at Lenape and it was a great session. There will also be a steering committee meeting on May 14th to receive the recommendations and take them into consideration.

Old Business

- Vickie has a meeting to discuss the Westmoreland County website, they are considering changing their name to attract more participants in the program.
- The Video Project is completed
- Vickie reviewed the committees and the members that signed up to participate.
- Committee Updates: The committees are still working on initial information and no updates were given at this time.

The committee meetings will follow immediately follow the closing of the meeting.

The next meeting will be held on April 4th and it will be for members only at the AET Office. May's meeting will be held at the Crooked Creek Environmental Learning Center. The meeting was adjourned at 9:15 am.

Present

Members

Vickie DeThomas – OmniTech Partners
Bill Elwell – Alpha Carb Enterprises
Patrick Huth – Electro-Optics Center
Jeff Fullerton – DRS Technologies
Doug Bartosh - Unimach
Randy Bowser – ALKAB
Alex Stockmal – Mid-Atlantic District Labs
Jim Pish – Dielectric Solutions
Brian DeVecchio – Electro-Optics Center

Resource Partners

Lori Harvey – TCWIB
David English – AET

Minutes

Prior meeting minutes were approved without change upon a motion by Doug Bartosh seconded by Alex Stockmal.

General Update

The current checking account balance is \$2371.55.

CareerLink - Marketing

Marie had planned to be at the meeting to discuss proposals for employer marketing at the CareerLink, but she became ill and was not able to attend. Dave mentioned a couple of these ideas for members to consider:

- Employer Partnering in the CareerLink site – having a regular physical presence at the CareerLink location to interact with clients
- Use of a bulletin board to post openings, company information, and other employment-related items

If any members are interested in exploring these possibilities, they should contact Marie.

Training

Lori reported that there are two initiatives in place:

1. Reimbursement: To date, she has received many reimbursement requests from members in all three counties. Some companies have submitted large amounts (\$14,000 – 32,000) for employee training. She can still accept requests for reimbursement for training completed between July 1, 2007 and June 30, 2008, but members must submit these requests as soon as possible to her.
2. Shared: Three programs are being planned:
 - Supervisory/Leadership: She has received almost 30 requests so far, and all are from Butler. Based on that information, it is likely that this training will happen in Butler County.
 - Strategic/Business Planning: Only 5 or so requests have come in, and the training is likely to occur at the Trust.
 - Project Management: Only 5 or so requests are in, and the training is likely to take place at the Trust.

There is time to sign up employees for any of these three; those interested should contact Lori. The Human Resources program received almost no response, so the program will most likely not be offered. Lori expects to use those funds to either offer another section of Supervisory/Leadership or to add to the Reimbursement program.

Brian asked if the EOC can participate. Lori will check on this.

Vickie reported that she is exploring the possibility of holding webinars on human resources topics. IUP is investigating this opportunity.

Marketing

Three initiatives are underway or in the consideration phase.

1. Cable Advertising: In conjunction with Indiana County, we are considering a cable advertising package. We also considered billboards but decided the sites were not best for our needs.) The package includes 2200 spots on 14 different channels over a 2 month period reaching 74,000 households in the 2-county region. We will use footage from the video project.
2. Website: We hope to tie in our website to the cable ads and the video project with a visually appealing image for a younger audience. Lori suggested a cell phone screen with text messaging about manufacturing. This would connect to cool sites such as a virtual business site, etc.
3. Video: We are finalizing the video project with the last filming being done in Butler County. The working title is “Go for the Gold.” Discussion by the members centered on the need to have a consistent manufacturing awareness message.

Two summer camps will be offered by the Electro-Optics Center this summer. Interest is strong, so both should be filled. Other areas being explored are Lego robotics programs (the EOC is consulting with CMU and CalU PA on these) for 6th or 7th grade students and professional development for teachers in related areas.

Patrick also discussed sport science programming and camps for parents and teachers together. Brian suggested that we may wish to consider weekend schedules for programming, not just summer.

Jim recommended having a speaker from the teachers' union come in to discuss issues related to education and workforce preparation. He also said health care and compensation and benefits issues are important, and speakers who can address those would be welcome.

New Member Recruitment

Vickie reported that she is compiling an updated list of the consortium's accomplishments, and she welcomes any suggestions on how to spread our message to other companies.

Committees Updates

- **Education Awareness** Vickie DeThomas – we discussed many of the issues and programs underway already (Workforce Forum, video, advertising campaign, Regional Career Exploration Partnership)
- **New Members** Doug Bartosh – due to health issues, Doug is stepping back from a leadership role for now. Kate Curtis and Dave will bring some recommendations forward in the interim.
- **Preferred Vendors** Joanne Petras – since Joanne was not able to attend the meeting, Jim Pish reported that they have compiled a large list of potential vendors. Their next step is to contact the vendors to determine interest.
- **Public Awareness** Jeff Fullerton – the group decided to pursue a radio ad campaign. The campaign will run on three stations, a talk AM station, an FM station, and a country AM station. The cost of the spots is \$2700 and includes a weekly informational talk program time to discuss manufacturing careers and related issues.
- **Training** Joe Goldcamp – since Joe was not able to attend the meeting, Dave reported that the group began the planning for development of a consortium long-range training plan. They hope to put together a simple instrument (perhaps web-based) to collect information from members.

May Meeting

The next meeting will be a meeting for members and resource partners and will be held at the Crooked Creek Environmental Learning Center. Directions will sent out with the minutes, but if anyone needs to call to check on their travels, they can call Dennis at the Crooked Creek ELC at 724-763-6316 or see the website at www.crookedcreekelc.org.

The meeting will be a breakfast meeting, and we are planning to focus on “green manufacturing” in tune with our surroundings. A speaker is being sought for that topic.

Members Only Meeting Schedule

Vickie asked the members about the meeting schedule. The members decided in December to try every other month Members-Only meetings and review this after one quarter to see how it is going.

Discussion centered on keeping the meetings focused and concise. Some ideas presented were to ask resource partners to attend only a portion of each meeting or to ask for print materials on programs and services with no “commercials” or to set time limits for discussion on items.

Jeff volunteered to put together a quick hit agenda to prepare for focused meetings. Vickie asked that he and anyone else interested make recommendations on making the meetings continue to meet members’ needs.

Open Discussion

Vickie reminded everyone of the Armstrong County Forum for Workforce Excellence follow up session planned for Friday, April 25 from 8:00 AM to 3:00 PM at Lenape Technical School. Invitations were sent to consortium members. If you haven’t responded yet, please do so by April 11 to Dave English.

Dave passed out a request from Family Life Television for assistance with a student program they are conducting. They are looking for speakers and/or tours on 2 Saturdays – April 12 and May 10. For more information or to help, contact Lori Harris at Family Life TV.

The meeting was adjourned at 8:56 AM.