

# **BUTLER COUNTY MANUFACTURING CONSORTIUM**

## **Minutes for March 18, 2009**

### **I. INTRODUCTION**

- A. Jim Ferguson welcomed everyone, immediately followed by introductions.
- B. Copies of the February '09 minutes were distributed. Accepted as written.
- C. Doug Bartosh reported we have \$1090.18 remaining in the Treasury. Only 4 companies have sent in their 2009 dues at this time. Just a reminder to please submit your annual dues if you have not submitted them yet.
- D. Special guest speaker: Renee Decker, from the Government Contracting Assistance Center at Slippery Rock University.

### **II. GUEST SPEAKER – Renee Decker, from Government Contracting Assistance Center, Slippery Rock Univer., presented an overview of the services their Center provides to business.**

#### **A. Contracting and Subcontracting Services, including (*see attached*)**

- 1. Marketing your product/service to the government
- 2. Identifying federal codes and registration
- 3. Notifying companies of bid opportunities and a bid matching profile
- 4. Advising on bid preparations and information gathering
- 5. Identify specs and standards for government contracting at no cost
- 6. Past procurement information to see if you're competitive and identifying who competitors are.
- 7. Subcontracting opportunities match program
- 8. Help in finding who prime contractors are
- 9. Providing FREE, regular seminars on government contracting
  - a. "Basics of Government Contracting"
  - b. "Request for Proposal"
  - c. "Contract Management"

#### **B. Previous Success of the Gov. Contracting Assistance Center (GCAC)**

- 1. Have helped clients obtain 28,800 contracts in the past.
- 2. These contracts have resulted in 2.1 billion since 1985.
- 3. The majority of these companies receiving government contracts are small businesses.

#### **C. Cost : All services are FREE, except the Bid Matching Service. This is the only service they charge for. The fee for this service is \$5.00 per quarter.**

#### **D. Recovery & Reinvestment Act – Ms. Decker passed out an informational page containing both Federal and State sites that contain information on how the 2009 stimulus money is being spent (*see attached*)**

### **III. TRAINING**

#### **A. Shared Training – Request for Proposal's for the following were due yesterday Welding, HR Law, Strategic Business Communication Competitiveness, and Going Green**

#### **B. Welding Program**

- 1. Lisa commented on the Welding RFP – BC3 did NOT respond to the welding RFP because of the way it was written, feeling that actual welding skills were secondary to other subjects such as chemistry and physics.
- 2. BC3 would still like to pursue a workforce welding program, it just will not be through this grant.
- 3. May want to form a sub-committee to focus on welding needs. Committee should be made up of member companies who need welders – can also invite Armstrong and Indiana welding companies to participate in sub-committee.
- 4. George Wockley, from GCL, commented that he would like to see the training go beyond basic welding skills to also include fitting & layout.

### C. Tuition Reimbursement

1. Requests will be reviewed at the end of the month. Requests for Tuition Reimbursement had to be submitted yesterday (3/17/09). If all funds are not used, the chairs may have the option to open it up again for new requests.
2. Once again, the Tuition Reimbursement Program pays for training at 75%, company must provide 25% cash match.

### D. New Stimulus Package Money for Training

1. Jim just received an update on state money available (from Stimulus package) on training:
  - a. Career Education Opportunities
  - b. Upskilling & Career Pathways Grant
  - c. Career Building on the Job TrainingEach one allows for training requests up to \$250,000
2. If we want to utilize, we need to think of a good plan to effectively utilize *our* tax monies.

- E. **Training Needs Assessment Survey** – Ken Raybuck is putting together a new training needs survey, which will be sent out in the near future.

## IV. 2008-2009 GRANT UPDATE

- A. Ken Raybuck shared that Butler Co. has \$10,825 for Capacity Building (includes media expenses).
- B. We have applied for \$175,000 and received \$117,000. This includes \$96,250 for Tuition Reimbursement and \$70,000 for Shared Training.

## V. OUTREACH TO SCHOOLS

- A. **Job Shadow Program** – no report.

### B. Educator in the Workplace

1. Has been promoted by the Butler Co. Educators and Employers group. (They toured AGR recently).
2. Rich Schellinger from TRACO shared that they had a teacher spend one week at their company in the past. The following were incorporated into their program:
  - a. Teacher had learning objectives for the week
  - b. Teacher was required to do a presentation (ie. PowerPoint) on the week in order to receive the stipend
  - c. A reciprocal visit by a TRACO representative into that teacher's classroom that school year.

- C. **School visitations** – Neil Ashbaugh from Oberg's will be at a Science Fair next Friday 3/27 at Center Twp. Elementary School. He is asking for an example, sample products that your company manufacturers, to display. Plastics, metals, glass, petroleum products etc ... would all be great to help students connect the science to the end products.

### D. Kids on Campus /BC3

1. BC3 KOC coordinator has permission from superintendents to distribute Kids on Campus brochures to grades K-8<sup>th</sup> in Slippery Rock, Knoch, Butler, as well as some private parochial schools such as Portersville Christian, St. Luke's, and Holy Sepulcher. A few brochures will be sent to Seneca Valley and Karns City that will be available in their main office. Flyers are to be distributed prior to Easter Break.
2. Each class can have maximum of 16 students.
3. Regular cost per class would be \$69.00, however with BCMC subsidy, classes will only cost \$29.00 !
4. 2009 Kids on Campus brochures were distributed at the meeting and will be emailed to the entire BCMC group. Please post at your organizations so we can spread the word about these camps and continue to get kids interested in STEM subjects!

#### E. **Get FIT (Futures In Technology)**

1. Hosted by Butler Vo-Tech, engages boys and girls from all Butler school districts to learn more about manufacturing and technology. The program will be every Tuesday for 7 weeks this summer and will involve them building a working flashlight to help teach manufacturing concepts.
2. Butler Vo-Tech is asking for help in providing lunch for the kids during this time. Cost would be \$185/ per day or approx. \$1300.00. BCMC members voted and approved sponsoring lunch for this outreach program.

#### VI. **BCMC MEDIA / ADVERTISING**

- A. **BCMC Website** –Michael D’Angelo from MediaFrogg displayed the new Training web pages. Members present discussed the format and wording of the “Training for Job Seekers” and “Training for Your Employees” buttons. Michael and the MediaFrogg team will make changes. Once changes are live, members and partners will be free to make comments and suggestions and we can change website as necessary.
2. **Radio** – no report.
3. **Butler Business Matters** – new ad has been submitted for April edition will include notice of next BCMC meeting time & location and that we will have a guest speaker to discuss Employee Free Choice Act. All Manufacturers are welcome!

#### VII. **BCMC GROWTH**

- A. **Non profit status** – paperwork is done, but not back yet – still continuing.
- B. **What can BCMC do to grow the Consortium?** Share with others what we are doing and the impact we are having (such as high school outreach/career exploration/ subject matter expert guest speakers). Also, try to make a commitment for each members to bring another manufacturer to a meeting.
- C. **Developing more regional partnerships** – would like to invite Indiana and Armstrong Manufacturing Consortium to our meetings as well.
- D. **Business Partners/ buying power** – No further progress on contacting other PA consortiums on how they are accessing buying power. Will pursue for next meeting.

#### VIII. **LEGISLATION ISSUES**

##### A. **Employee Free Choice Act**

1. Medrad’s attorney will be at our April 15<sup>th</sup> meeting to discuss the “Card Check” act.
2. Jim had attended the SHRM Legislative Conference in D.C.. Some states are passing their own privacy voting acts. It would then be harder for their Congressmen and Senators to vote for something (ie. Card Check which takes away employees right for a private vote) when their constituents have already demonstrated their support for voting privacy.

- B. **Would like to have legislation discussion at every meeting.** There are a host of issues affecting business such as: Health Care Reform, ADA Amendment, FMLA changes, Card Check, Lilly Ledbetter Equal Pay Act, corporate policies on blogging, and many more.

- C. Will also have to have either a state Representative or state Senator attend meetings.

## **IX. BCMC UPCOMING EVENTS**

### **A. Upcoming Guest Speakers**

1. April 15<sup>th</sup> / BC3 Cranberry
  - a. Attorney from Medrad will discuss Employee Free Choice Act
  - b. Rep. Daryl Metcalf will be in attendance
  
2. May 20<sup>th</sup> / Butler CDC
  - a. Denton Dailey from BC3 will be a guest speaker at our May meeting to discuss their new Robotics Associates degree, which articulates to 4 year degree programs at schools such as Robert Morris & CMU.

- B. Harrisburg WIB meeting** - Jim will be attending a WIB meeting for manufacturing strategic planning in Harrisburg April 2<sup>nd</sup> to discuss the issues that are affecting manufacturing. Asked members what are their issues? Please share with Jim so he can take your concerns to Harrisburg. Responses at the meeting included asking why it takes so long to receive the grant money? This then causes problems in having a very short time to effectively use the money. Also, training needs indicated 8 months ago, are not the same training needs now. Jim will send an email out to give manufacturers a chance to email him what concrete needs or issues you have. He will voice your concerns and issues to Harrisburg.

*Next meeting will be **Wednesday April 15<sup>th</sup>, 2009**  
at 12:00 pm noon – location to be announced.*