



T.E.E.N. Industry Partnership Meeting  
March 16, 2010  
10:00am – Conference Call

---

A conference call was held for the T.E.E.N. Industry Partnership on March 16, 2010 at 10:00am.

In attendance were:

Jacqui Lanagan (Strategy Solutions)  
Debbie Thompson (Strategy Solutions)  
Eric Karmecy (West Central WIB)  
Rebecca Moder (West Central WIB)  
Mary Salony (Tri-County WIB)  
Rich Milner (Klapec Trucking Company)  
Tad London (McCylmonds)  
Brad Ehrart (Clarion County Economic Development Corporation)  
Tina Hoch (Barber Trucking)  
Regis Schulz (Transportation Employment Network)  
Bruce Yeckley (Clearfield County Career and Technology Center)  
Connie Frantz (Regional Center for Workforce Excellence)  
Marsha Walker (Regional Center for Workforce Excellence)  
Deb Lutz (Oil Region Alliance)

**Important Decisions/Follow Up Actions Required:**

- Strategy Solutions will create survey to assess interest in training consortium topics and strategic priorities
- Anyone interested in joining subcommittee to review training proposals should email Jacqui Lanagan from Strategy Solutions at [jacqui@getstrategy.com](mailto:jacqui@getstrategy.com)

**Welcome and Introductions**

Eric Karmecy opened the meeting by introducing Debbie Thompson and Jacqui Lanagan from Strategy Solutions, Inc. Strategy Solutions has been retained to coordinate the consortium training, recruit new members to the partnership, and serve as project manager for the duration of the fiscal year.

**Project Timeline**

Debbie Thompson reviewed the timeline of activities that would be taking place over the next few months. They include:

- Current partners will be called and encouraged to complete an individual company training plan
- Consortium training topics will be discussed based on what the partnership is trying to accomplish
- The proposed topics will go into a survey to rate the interest on the training topics as well as the overall strategic priorities for the partnership
- Consortium training topics for the partnership will identified and trainers selected through an RFP process
- Consortium training will be scheduled as quickly as possible.



T.E.E.N. Industry Partnership Meeting  
March 16, 2010  
10:00am – Conference Call

---

## **Consortium Training**

Eric shared that the group had not previously done any consortium training. There was some discussion around training topics that are typically popular among the partnership to include:

- 1<sup>st</sup> Seat Driver Program (new hires receive 300 hours of training on the road with a mentor)
- Supervisory Skills
- Forklift
- Homeland Security
- Management Programs
- Maintenance
- Dispatch Training
- Cost accounting and profitability – making a profit in today's economy

It was noted that the 1<sup>st</sup> Seat Driver Program would be difficult to do as consortium training.

Some of the employers also require training on specific computer programs such as SSI and Transman. There was some uncertainty as to the number of employers that were actually using the various programs.

There was also some discussion around training related to homeland security. The transportation workers need identification credentials (criminal history, fingerprinting, etc). The definition of hazardous materials has also changed and the partners need to be kept up to speed on hazardous materials and possible implications that poses for the industry.

The group was also interested in learning ways to reduce costs associated with mileage. There may be a way to offer a best practice training for drivers on ways to get better gas mileage. This is all based on the style of driving and could be shared with others. A suggestion was to do the research (possibly shadow a driver) and create a booklet that could be offered as a train the trainer. Some companies are currently offering drivers s fuel savings bonus so there would be an interest in this topic.

There is also new technology on the 2010 trucks that would allow the opportunity for engine specific maintenance training and information on emissions standards. The training would need to be offered engine specific.

There was some discussion around developing a Leadership Development Certification Program. This would include 5-6 topics as part of the curriculum and participants would receive a certificate upon completion.

Possible topics for this Certification Program include:

- Achieving profitability
- Basic supervisory skills
- Dealing with unacceptable/problem behaviors in employees
- Financial piece - accounting



T.E.E.N. Industry Partnership Meeting  
March 16, 2010  
10:00am – Conference Call

---

### **Strategic Goals of the Partnership**

Debbie informed the group that the state wants the partnerships to look strategically at where the industry is for the region and raise that to a higher level. Debbie asked the partners what the themes or overarching goals of the partnership were.

The following were discussed:

- Pipeline development (this is considered primary goal)
- Marketing with the CareerLink
- Youth Development – connect the students at the career and technical schools back to the employers, need to push them forward and encourage them to get their CDL
- Diversifying partners so it is not just trucking companies at the table.
- Connecting L&T companies with other partnerships such as manufacturing

### **Other Business**

There was some discussion around the fact that certain programs currently offered through the career and technical schools were recently notified that the funding was cut for the various programs. The mechanic programs are no longer on the high priority occupation list and therefore will not be funded. There was some question over what that specifically meant, which could not be answered by those present on the call. The group felt it was important to find out why certain occupations were removed from the high priority occupation list as well as to be informed of the formal petition process to get occupations back on the high priority occupation list.

### **Next Steps**

Eric will email the partnership to let them know that they will be receiving future emails from Jacqui at Strategy Solutions and they should make sure that Jacqui's email address gets put on their white list. Jacqui's email address is [jacqui@getstrategy.com](mailto:jacqui@getstrategy.com). Strategy Solutions will send out an email of the training topics and strategic priorities discussed today and ask the partners to respond with any additional topics or priorities. From this list a survey will be generated to have partners rate their interest in the training topics and identify the number of employees they would potentially send to each training. The survey will also have partners rate the importance of the proposed strategic priorities for the partnership.

Anyone interested in serving on a subcommittee to review vendor proposals for training should email Jacqui from strategy solutions. Current volunteers include Tina and Regis.

### **Next Meeting**

The next meeting is scheduled for April 27<sup>th</sup> at 10:00am. This will take place as a conference call.