

# BUTLER COUNTY MANUFACTURING CONSORTIUM

## Minutes for September 27, 2006

### Present

Diana McCormish-JSP, Jim McKain – *CMC Impact*, Catie Morley, Caroline Hahn, Linda Ward – *Pulva Corp.*, Franceine Keefer – *AGR International*, Jim Ferguson, Chuck Guiste, Kristen Bastaja – *Penn United Technology, Inc.*, Nadine Tripodi – *Butler Technologies Inc.*, Cindy Fleeson – *CMC*, Kyle Knapp – *Du-Co Ceramics Company*, Mike Bartlett – *Bear Metallurgical Company*, Jennifer VanGorder – *ATS Inc.*, Mark Balentine – *AstenJohnson*, Doug Bartosh – *Unimach Manufacturing*, Scott Docherty- *CID Associates, Inc.*, Neil Ashbaugh – *Oberg Industries*, Don Neff – *Eagle Rubber Products*, Lisa Campbell – *Butler County Community College*, Patrick Coulson, John Albertson – *CDC of Butler County*, Carl Bemben – *TCWIB*

After the Introductions, Minutes of the August 23, 2006 meeting were reviewed and approved.

Doug Bartosh stated that BCMC currently has \$1600 in the account.

WELCOMED our most recent member Pulva Corp. to the Consortium.

### Previous Business

**Grant and Training Updates:** Carl Bemben gave an update on the Worker Training programs.

- The Penn State Univer. Management Certificate program – 16 people completed the program (10 of those were from Butler County)
- The Human Resources Class is still in process – 9 people enrolled (2 of those are from Butler County)
- The Lean Manufacturing class has 11 enrolled (with 4 participants from Butler Co.)

Carl stated that we have not heard any further news yet on the Capacity Building grant or the CAD/CAM/CNC training.

### Current Business

Dave Frengel, Director of Governmental Affairs at Penn United, was scheduled to speak today. However because Dave was called away to D.C., he will be rescheduled and asked to update the Consortium at the October meeting.

The BCMC congratulated Butler County Community College on their 40<sup>th</sup> Anniversary!

And a big thank you to Lisa Campbell from BC3 on working to coordinate training for manufacturing/industry.

Scott Docherty from CID Associates announced that New York City was holding a 200<sup>th</sup> anniversary celebration October 27-29 of John Roebling.

Reminder that the CareerLink will host a Job Fair at the Cranberry Marriott November 6<sup>th</sup>.

### New Business

Lisa Campbell presented a **Leadership Training Program**. This would be an 8 course program, offered on a rolling schedule at different times throughout the year. Attendees would earn a Certificate of Completion at the end of the training program.

The Leadership Training is geared toward the workforce, with a very hands-on focus.

Cost of training: \$75.00 per course or \$600 for the program.

Lisa stated that this is a direct outcome of listening to the needs of industry; but that BC3 can address any training need.

Jim passed out the draft of **BCMC By-Laws**. Attendees reviewed By-laws and whether any changes are needed (see attached).

Some discussion topics today included:

- Changing schedule of the election of officers (agreed to push elections back 1 month).
- Whether Resources Partners should or should not have a vote.
- If we did not have a quorum at a meeting, but an emergency/immediate action must be taken, would the BCMC officers be able to make the decision?
- Jim suggested attendees review the By-Laws, make suggestions to him and we will vote on By-Laws at the next meeting.

**Manufacturing Technology Career Expo** – we really want to promote the *Technology* in manufacturing careers. We are targeting January or February 2007 at Butler County Community College. Discussed:

- Billboard campaign to advertise (approx. \$1000 for 1 month). Scott Docherty from CID will donate \$100 towards the cost of the billboards.
- Tentative time for the Expo could be Friday evening and Saturday morning.

- Focus on this would be a joint venture between industry and training.
- BC3 could open labs up and could show people the machines they may be using.
- Chuck Guiste, from Penn United, stressed also that we need to answer or address why people would not consider manufacturing careers (i.e. misconceptions of manufacturing)
- Focus on the opportunity for people to earn a trade AND a degree if they want. Promote the 2+2+2 idea ( Vo-tech / Associates Degree / Bachelors Degree). We have to work at educating the community as to all manufacturing has to offer.
- Jim will follow-up with looking into the billboards.
- M&M (Manufacturing & Manufacturers)- considered ordering M&M's as promotional giveaways at the Career Expo. Can use any color(s) and imprint text.

Eljer will be laying-off about 200 people in the next year. Jim spoke with their Human Resources Manager about doing a Job Fair with the Tri-County WIB. Mark Balentine from AstenJohnson spoke about how they organized their job fair when their plant closure was announced. They held a very successful job fair this past Spring to help their employees find jobs. Mark stressed that it takes a lot of TIME to organize an event such as this.

### **W.I.I.F.M. (What's In It For Manufacturing)**

Mark Balentine asked about drug testing costs and if the Consortium could work to negotiate a lower price for members. This led to a discussion if the BCMC could negotiate prices on...

- Health Care / Wellness Programs
- Energy – Energy is a big cost of doing business. Can we get any leverage with gas/electric companies working as a group? Nadine stated that as of January, their Zelenople company will be able to bid-out on energy providers. She will get more information for our next meeting. Mark Balentine shared that a company had come into AstenJohnson to identify air leaks and wasted energy which ended up saving them a significant amount of money. They identify where a company is losing money in wasted energy.
- Prescriptions – Prescription coverage is a very expensive part of benefits. PharmaCare, which is under CVS is a Pittsburgh group which Penn United has found to provide Rx benefits at a reasonable cost.
- Communications - Jim stated that he saw they are making downtown Pittsburgh a “wireless” area as a draw for business. Jim called Armstrong Utilities about the idea of them getting more involved with business. The man who brought Zoom internet into Butler County will be able to talk to us at our next meeting about ways to improve communication systems in industry.
- Supplies/Materials - Doug Bartosh shared that they have a deal with MSC for discounts on materials through Armstrong Co. manufacturers. Can we do the same for Butler County manufacturers? Doug will look into it further.

Members identified the need to learn more about each other. Scott Docherty suggested each meeting could begin with a brief mention of what each company does. Caroline Hahn from Pulva suggested possible plant tours to visit the other manufacturers here in Butler.

BCMC November meeting needs to be moved up earlier due to the Thanksgiving holiday.

The December meeting will be a Christmas lunch held at Conley's Resort on Friday December 15<sup>th</sup>. More details will follow.

**Next Meeting:**  
**Wednesday November 15<sup>th</sup>, 2006 at 7:30 am at the PACareerLink\***

\* PA CareerLink Butler County is located at 112 Hollywood Drive, Butler,  
on the first floor of the Pullman Commerce Center.