

# Manufacturing Alliance of Chester County and Delaware County (MACC/DC) Resource Guide

## **About MACC/DC**

The MACC/DC promotes the growth of the manufacturing industry by providing workforce and economic development services to partnering companies. We achieve this by helping manufacturers enhance growth and prosperity through attracting and retaining new talent as well as skills training; building networks that help access best practices, training, and information; enhancing community awareness of the value and opportunities that manufacturing provides and developing additional value-added services for manufacturers.

## **Key Initiatives Include:**

**TRAINING** - develop customized training to meet the needs of manufacturers at convenient times and locations

**PUBLIC RELATIONS** - build a campaign that will increase membership; create resources to educate students, parents and advisors on the positive aspects of pursuing a career in manufacturing

**PARTNERSHIP** - discussions on common issues such as healthcare; comparative energy options; employee outreach and recruiting; bulk purchasing and resource sharing

One of our key strategies to meet the above vision is to become the 'Go-To' resource for manufacturers in our counties, providing information and resources of common interest to manufacturers: shared solutions for growth and risk management

This Resource Guide will support this strategy by becoming an efficient, growing and reliable source for our partners that will:

- be focused on common issues important to manufacturers,
- provide information to busy manufacturers to help understand and access fragmented public and private resources to support manufacturers' objectives,
- identify opportunities for partners to cooperate to share best practices, leverage influence, and address common needs

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Topic Area	Resource Name	Contact Information	Specialty Area
<b>Higher Education</b>			
	Delaware County Community College <a href="http://www.dccc.edu/">http://www.dccc.edu/</a> Delaware County and Chester County	Karen Kozachyn, Ed.D. Ph: 610-359-5362 E-mail: <a href="mailto:kkozachyn@dccc.edu">kkozachyn@dccc.edu</a>	<p><b>Associates Degrees</b>  <b>23 in transfer oriented degrees in multiple majors including:</b>            Business Administration            Computer Science            Engineering Technology            Engineering</p> <p><b>28 in career preparation majors, including:</b>            Accounting            Advanced Technology            General Business            Information Technology (various)            Machine Tool Technology            Skilled Trades            Technical Studies</p> <p>Employer Tuition Reimbursement            Financial Aid Available            Tuition Waiver for MACCDC members (if space available)</p> <p>Programs specific to manufacturers (call Karen Kozachyn for more information):</p> <ul style="list-style-type: none"> <li>• Tuition free manufacturing credit courses for MACC/DC members               <ul style="list-style-type: none"> <li>○ Regularly scheduled DCCC courses, on a first come-first served basis</li> <li>○ Employers pay for books and materials, plus a fee to the MACC/DC.</li> </ul> </li> <li>• Free “Learn to Earn” program for incumbent workers and new potential workers through a grant from JP Morgan Chase. Starting with 15-20 students.</li> </ul>
	Penn State at Great Valley	Dennis Wozniak, Engineering Lab Manager Penn State Great Valley 30 E. Swedesford Road Malvern, PA 19355 Ph: 610-725-5319 <a href="mailto:dmw47@psu.edu">dmw47@psu.edu</a>	<p><b>Academics</b></p> <p>Penn State Great Valley is a graduate school designed and operated specifically for working adults. Our courses are offered in 7 and 14 week sessions, with classes meeting evenings and Saturdays. We offer graduate degrees, and certificates in, <a href="#">engineering and information science</a>, and <a href="#">management</a> as outlined below.</p>

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			<p><b>Graduate Degree Programs</b>  <a href="#">Master of Business Administration (MBA)</a>  <a href="#">Master of Finance (MFIN)</a>  <a href="#">Master of Leadership Development (MLD)</a>  <a href="#">Master of Engineering in Systems Engineering (MEng)</a>  <a href="#">Master of Engineering Management (MEM)</a>  <a href="#">Master of Science in Information Science (MSIS)</a>  <a href="#">Master of Software Engineering (MSE)</a></p> <p><b>Graduate Certificate Programs</b>  <a href="#">Cyber Security</a>  <a href="#">Data Analytics</a>  <a href="#">Finance:</a> Corporate Finance; Financial Risk Management  <a href="#">Health Sector Management</a>  <a href="#">Human Resource Management</a>  <a href="#">Sustainable Management Practices</a>  <a href="#">Systems Engineering</a></p>
Technical Education	Williamson College of the Trades <a href="http://www.williamson.edu">www.williamson.edu</a>	Tom Wisneski Ph: 610-566-1776 ext. 231 <a href="mailto:twisneski@williamson.edu">twisneski@williamson.edu</a> 106 S. New Middletown Rd Media, PA 19063	<p><b>Areas of Study</b>  <b><i>Associate in Specialized Technology Degrees</i></b>  <a href="#">Construction Technology, Carpentry Emphasis</a>  <a href="#">Construction Technology, Masonry Emphasis</a>  <a href="#">Horticulture, Landscaping and Turf Management</a>  <a href="#">Machine Tool Technology</a>  <a href="#">Paint and Coatings Technology</a>  <a href="#">Power Plant Technology</a></p> <p><b><i>Craftsman Diplomas</i></b>  <a href="#">Carpentry</a>  <a href="#">Masonry</a></p>

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<b>Technical Education</b>			
(see also: Apprenticeships, below)	Delaware County Community College	Karen Kozachyn, Ed.D. Ph: 610-359-5362 E-mail: <a href="mailto:kkozachyn@dccc.edu">kkozachyn@dccc.edu</a>	<b>Certificates in 14 areas including:</b> Automotive Carpentry, Electrical & HVAC CNC, Geothermal & Solar PV Computer Training Welding Employer Tuition Reimbursement Financial Aid Available
	Delaware County Technical High Schools	Dr. Philip Lachimia Administrative Director 610-583-7620 701 Henderson Blvd. Folcroft, PA 19032	Guided by industry professionals, Delaware County Technical Schools prepare today's students for tomorrow's opportunities by providing innovative, meaningful technical training, a foundation for life-long learning and marketable credentials for high-wage, high demand careers.  Delaware County Technical High Schools have two locations, <a href="#">Aston</a> and <a href="#">Folcroft Campus</a> . Students from the fifteen (15) area school districts have the opportunity to enhance their educational program with career and technical experiences that are directly connected to the real world. To view a list of CTE programs visit <a href="http://DelcoTech.org">DelcoTech.org</a>
	Chester County Technical College High Schools	<a href="#">Dr. Kirk Williard</a> , Division Director Ph: 484-237-5049 E-mail: <a href="mailto:KirkW@cciu.org">KirkW@cciu.org</a> 455 Boot Road Downingtown, PA 19335	The Career, Technical & Customized Education (CTCE) division of the Chester County Intermediate Unit (CCIU) provides leadership, coordination and consultation services to Chester County School Districts in the areas of secondary career and technical education programs and secondary customized education programs.
<b>Workforce Training</b>			
(see also: Apprenticeships, below)	Delaware County Community College		
	<a href="#">JobTrakPA</a>	Delaware County Community College Marple Campus Academic Building, Room 2319	<b>Free</b> , hands-on education that can help adults quickly acquire the skills and industry recognized certification needed to obtain employment

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	<a href="#">New Choices Career Development Program</a>	Phone: 610-723-4095 Delaware County Community College Marple Campus 1301 Academic Building Phone: 610-359-5232 Fax: 610-359-5351	Free service of Delaware County Community College designed to help single parents, displaced homemakers and individuals in transition achieve economic security and self-sufficiency. The goal of the program is to empower individuals in transition so they can participate fully in planning and achieving their career, educational and personal goals by improving self-esteem and building self-confidence. Classes in computer basics supplement the program.
	<a href="#">PA CareerLink®</a>	<b>Marple Campus</b> Susan Bond <a href="mailto:sbond@dccc.edu">sbond@dccc.edu</a> Delaware County Community College 1300 Academic Building  <b>Phone:</b> 610-723-1220 <b>TTY:</b> 610-359-5020 <b>Fax:</b> 610-723-6007	Within the Workforce Entry Center, the College supports the PA CareerLink®, one of many one-stop career centers throughout Pennsylvania, which offers a career resource center, assessments, career counseling, workshops and information sessions on a range of career and job skills.
	<a href="#">Workforce Entry Center</a>	<b>Marple Campus</b> Delaware County Community College 1300 Academic Building Susan Bond <b>Phone:</b> 610-723-1220 <b>Email</b> <a href="mailto:sbond@dccc.edu">sbond@dccc.edu</a>	The Workforce Entry Center is a gateway to comprehensive and quality-driven career and employment related resources available to students, educators, employers and the public within the communities surrounding the College. This unique facility serves as a primary source of information and resources related to education and training, employment and careers – all aimed at strengthening and supporting our participants and contributing to the economic development of the College's entire service area. Over the past five years, The Workforce Entry Center has provided an average of 9,300 services per year, an average of 60 <i>Individual Training Accounts</i> have been funded per year to participants choosing the College for earning a credential in a High Priority Occupation, and approximately 50 new employers are referred from the PA CareerLink.

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<b>Customized Corporate Training</b>			
	Delaware County Community College		<p><u>Business Training</u>            The Office of Business Training provides customized training and education to meet the needs of the business community. You can choose when and where you want your instruction – your site, our site or online and hybrid learning.            Here is a sample of what our office provides:            Seminars, workshops and courses on the following topics:            Information technology training            Soft Skills            Foundational skills            GED, ESL and basic remediation programs.            Customized programs</p>
	MEA (MidAtlantic Employers' Association) <a href="http://www.Meainfo.org">www.Meainfo.org</a>	<p><a href="mailto:mea@meainfo.org">mea@meainfo.org</a>            800-662-6238 (Phone)             Midatlantic Employers' Association            234 Mall Blvd.            Suite 200            King of Prussia, PA 19406</p>	<p>MEA is a membership organization that provides HR services including training, development, certification and learning programs are designed to help organizations motivate and retain their workforces. MEA's programs can be tailored to meet the needs of your employees, management—and budget.</p>
<b>Apprenticeships</b>			
	NTMA Choice Careers  Delaware County Community College	<p>Clara Console  <a href="mailto:cconsole@choicecareers.biz">cconsole@choicecareers.biz</a>  <a href="http://www.choicecareers.biz/">www.choicecareers.biz/</a>             Karen Kozachyn, Ed.D.            Ph: 610-359-5362            E-mail: <a href="mailto:kkozachyn@dccc.edu">kkozachyn@dccc.edu</a></p>	<p>The Manufacturing Alliance of Bucks and Montgomery Counties and the Manufacturing Alliance of Chester and Delaware Counties have partnered with the National Tooling and Machining Association, (NTMA), to launch an Apprenticeship program in our region. It is a competency-based program where employees can attend community colleges in this region or take courses online to earn stackable NIMS credentials. The program has started with Delaware County Community College and Bucks County Community College with the initial program in Machining. A program in Industrial Maintenance had been added.</p>

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			Manufacturers in Chester and Delaware counties may be able to take advantage of existing tuition waiver programs at Delaware County Community College to significantly reduce the cost of this program.
<b>Jobs/Employment</b>			
	Hire One <a href="http://www.hireonecc.com">www.hireonecc.com</a> .	<b>Jim Lauckner</b> Sr. Project Consultant <b>Cherie Wright</b> Project Manager <b>Tracey Oberholtzer</b> Project Coordinator 737 Constitution Dr. Exton, PA 19341 610-321-8229	Hire One, a CCEDC initiative, partners with the Chester County Workforce Development Board, the Chester County office of Pennsylvania CareerLink, and numerous other committed Chester County private/public organizations to develop new and innovative strategies for connecting job seekers to hiring employers by leveraging available resources. For more information about Hire One free service for employers and job seekers, please visit our website at <a href="http://www.hireonecc.com">www.hireonecc.com</a> .
	<a href="#">Chester County Workforce Development Board</a>	<b>Chair:</b> Jennifer Duff, <i>Accenture</i> <b>Vice Chair:</b> Diana Kimmich, <i>Analytical Graphics, Inc.</i> <a href="#">601 Westtown Road</a> Suite 365 West Chester, PA 19380 Ph: 610-344-6900 Fx: 610-344-6925 <a href="mailto:ccdcd@chesco.org">ccdcd@chesco.org</a>	<a href="#">Chester County Job Locator</a> <a href="#">Financial Stability Center</a> <a href="#">PA Jobs &amp; Labor Market System</a> <a href="#">Hire One initiative</a> <a href="#">Job Gateway 1-Page overview</a> <a href="#">Veterans Resources Brochure</a> <a href="#">Occupational Outlook Handbook</a> <a href="#">Chester County Economic Development Council</a> <a href="#">PA Bureau of State Employment</a> <a href="#">Workforce Development and Career Opportunities</a> <a href="#">Pennsylvania Workforce News</a>
	Coatesville VA Medical Center	Susan Weiser <a href="mailto:susan.wieser@va.gov">susan.wieser@va.gov</a>	Employing Veterans

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<b>Business Finance</b>			
	South Eastern Economic Development Company of Pennsylvania (Seedcopa)	Sherwood Robbins, Managing Director	For the 15 <sup>th</sup> consecutive year, CCEDC's Certified Development Company, the South Eastern Economic Development Company of Pennsylvania (Seedcopa), was the largest Certified Development Company in Pennsylvania. We are committed to expanding your business capabilities by assisting with every aspect of the SBA & USDA loan process. We provide a wide range of consultation and hands-on services. For more information about the services offered by Seedcopa, please visit their website at <a href="http://www.seedcopa.com">www.seedcopa.com</a>
	Malvern Federal Savings	Mark Cohen, SVP, Senior Commercial Lender	Commercial Lending Officer. Also serving as the MACC/DC Marketing Committee Chair.
	First Niagara	Amelia Crossett, VP, Chester County Business Banking Relationship Manager Ph: 610-269-9701 ext. 63202 <a href="mailto:amelia.crossett@fnfg.com">amelia.crossett@fnfg.com</a> 100 East Lancaster Avenue Downingtown, PA 19335	Serves as the MACC/DC Training Committee Co-Chair for Chester County.
	BB&T	Lee Herzer, VP / Business Service Officer Ph:484-881-4032 1 North High Street West Chester, PA 19380	Manages Commercial Real Estate loan portfolio and a commercial deposit portfolio. Serves Chester and Delaware Counties. Will be involved with the MACC/DC Youth Committee.
<b>Economic Development</b>			
	Delaware County Chamber of Commerce	<b>Trish McFarland</b> <i>President</i> <a href="mailto:trishm@delcochamber.org">trishm@delcochamber.org</a>  <b>Suzanne Cody</b> <i>Marketing &amp; Events Director</i> <a href="mailto:suzannec@delcochamber.org">suzannec@delcochamber.org</a>	With more than 1,100 Members the Chamber can accomplish collectively what no one business can do alone. The purpose of our Chamber is to assist your business by providing access to resources, contacts and business development tools that support and grow business in the Delaware County region.



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		<p><b>Catherine Durning</b> <i>Office Manager</i> <a href="mailto:catherined@delcochamber.org">catherined@delcochamber.org</a></p> <p><b>Jessica Hoffman</b> <i>Senior Events Director</i> <a href="mailto:jessicah@delcochamber.org">jessicah@delcochamber.org</a></p> <p><b>Jack Kinsley</b> <i>Small Business Coordinator</i> <a href="mailto:jackk@delcochamber.org">jackk@delcochamber.org</a></p>	
	<p>Chester County Chamber of Business and Industry</p>	<p>Guy Ciarrocchi, Esq. <b>President &amp; CEO</b> Public Policy Advocacy Chamber Spokesperson Chamber Strategic Planning Partnering with local, regional, state &amp; federal Chambers Email: <a href="mailto:guy@cccbi.org">guy@cccbi.org</a></p> <p>Marianne Martelli, IOM <b>Vice President of Operations</b> Youth Leadership Workforce Development Chamber Foundation Business Development</p>	<p>The <b>Chester County Chamber of Business &amp; Industry</b> represents a <b>diverse and vibrant business community</b>. With a membership of over 800, the Chamber is uniquely positioned in <b>Southeastern Pennsylvania</b>, which is an integral part of the Commonwealth's and the nation's economic engine. As a "chamber of influence" and the <b>largest Chamber in Chester County</b>, we serve as the voice for business on local, state and federal level issues that impact business. Our programs are as diverse as our membership. From small more intimate settings for our meetings and events to the largest gatherings of decision makers in the Chester County region, our chamber is known for the quality and prestige of its events. Developing our workforce and helping our businesses to succeed is at the heart of the organization.</p>

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		<p>E-mail: <a href="mailto:marianne@cccbi.org">marianne@cccbi.org</a>            Phone: Ext. 14</p> <p>Danielle Vetter  <b>Director of Event Planning</b>            Signature Events            Political Events            Women Influencing            Business Committee            E-mail: <a href="mailto:danielle@cccbi.org">danielle@cccbi.org</a>            Phone: Ext. 12</p> <p>Julia Taylor  <b>Networking &amp; Programs Manager</b>            Small Business Advisory Group            Member Seminars &amp; Workshops            Networking, Educational, and            Informational Programming            E-mail: <a href="mailto:julia@cccbi.org">julia@cccbi.org</a>            Phone: Ext. 35</p>	

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	Chester County Department of Community Development	Pat Bokovitz, Director <a href="#">601 Westtown Road</a> Suite 365 West Chester, PA 19380 Ph: 610-344-6900 Fx: 610-344-6925 Email: <a href="mailto:pbokovitz@chesco.org">pbokovitz@chesco.org</a>	<p>The Chester County Department of Community Development provides housing, neighborhood improvement, workforce development, and social services to citizens so they can have the opportunity to successfully live and work in a safe, stable, and desirable community.</p> <p>DCD administers Federal, State and County funds to address affordable housing, homeless assistance, community and economic development, job training, and provides career services at <a href="#">PA CareerLink®</a>.</p> <p>DCD serves as the Coordinating Agency for the <a href="#">Decade to Doorways Partnership</a>, the Community's 10-Year Plan to Prevent and End Homelessness in Chester County.</p> <p><a href="#">Financial Stability Center</a>  <b>Funding Opportunities</b>  <a href="#">Chester County Community Resource Guide</a></p> <p><b>Affordable Housing Locator</b>  <a href="#">Home Repair Program</a></p> <p><b>Community Resource Database</b>  <a href="#">Veterans Resources Brochure</a>  <a href="#">Food Cupboard Locations</a>  <a href="#">Chester County Food Bank</a>  <a href="#">PA Fair Care</a>  <i>Extra Help</i> <a href="#">Savings on Prescription Costs</a></p>
<b>Consulting</b>			
	<b>DVIRC</b> Delaware Valley Industrial Resource Center	<b>William J. Lauer</b> , Director, Business Development (Chester & Delaware Counties) Email: <a href="mailto:wlauder@dvirc.org">wlauder@dvirc.org</a> Ph: 215-464-8550 2905 Southampton Road Philadelphia, PA 19154	DVIRC is an economic development consulting firm established in 1988 to serve the needs of 4500 small and mid-sized manufacturers in southeastern Pennsylvania. The organization primary focus is to assist our clients grow the value of their business through consulting services, training and education, and executive network groups.

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		<p><b>Harry L. Landsburg</b>, Director, Business Process Technology Consulting Email: <a href="mailto:hlandsburg@dvirc.org">hlandsburg@dvirc.org</a> 215-464-8550</p>	Total Cost of Ownership (TCO) specialist as a member of the Reshoring Project Core Team.
	<p><u>Manufacturers' Alliance of Philadelphia Philadelphia WORKS</u></p>	<p><b>Barbara Stanford-Allen</b>, Director of Industry Partnerships &amp; Business Engagement Email: <a href="mailto:ballen@phillyworks.org">ballen@phillyworks.org</a> Ph: 215-963-2107 One Penn Center at Suburban Station 1617 J.F.K. Blvd., 13<sup>th</sup> Floor Philadelphia, PA 19103</p>	Philly WORKS invests in employment and training solutions and services that connect seekers to jobs while ensuring the highest standards and accountability for these investments.
<b>Layoff Aversion</b>	Strategic Early Warning Network (SEWN)	<p><b>Patrick Meese</b> - Regional Director, Central SEWN Office <a href="mailto:sewncentral@steelvalley.org">sewncentral@steelvalley.org</a> 717-968-6252</p> <p><b>Gregory Olson</b> - Regional Director, Southeast SEWN Office <a href="mailto:sewnse@steelvalley.org">sewnse@steelvalley.org</a> 215-458-7580</p>	SEWN saves manufacturing jobs throughout Pennsylvania by offering layoff aversion services to stabilize, restructure, turnaround, or attract buyers for at-risk small- to medium-sized manufacturing firms. Given the fact that a company's problems are easier to address before they reach the crisis stage, SEWN staff responds to your company within forty-eight hours of your request. We will visit with your company's management, owners, and workforce as appropriate to set up site visits and plant tours. Working with all parties concerned, we will inventory all available resources and help develop layoff aversion solutions <a href="http://www.steelvalley.org/">http://www.steelvalley.org/</a>
	SCORE	<p>Walt Willis <a href="mailto:walt.wills@scorevolunteer.org">walt.wills@scorevolunteer.org</a></p>	Retired Executives business consulting
<b>HR Practices</b>	MEA Holly DePalma	<p>Managing Director, HR Services 610-994-7636 <a href="mailto:hdepalma@meainfo.org">hdepalma@meainfo.org</a></p>	MEA is a membership organization that helps successful, growing organizations manage their workforce needs, stay current and compliant, and attract, develop and retain their talent. MEA provides on-going, easily accessible back-up support for all of your HR questions, problems, and tasks. MEA can manage HR projects that are too complex or too time-consuming.

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<b>Organizational Engagement and Culture</b>	Dan Kessler President WorkplaceDynamics	397 Eagleview Blvd. Ste 200 Exton, PA 19341 <a href="mailto:info@workplacedynamics.com">info@workplacedynamics.com</a> <a href="tel:(484)3236300">(484) 323 6300</a> <a href="https://www.workplacedynamics.com/">https://www.workplacedynamics.com/</a>	You believe in your people, and you want to create a strong, engaging workplace culture that unlocks potential and inspires performance. At WorkplaceDynamics, our employee engagement platform combines HR technology, reliable insights, and expert guidance to transform your workplace with an employee-centric approach. We continuously refine and perfect our solutions with proven neuroscience and robust benchmarking data. And with more than 14 million employees surveyed, our experience is unmatched, providing you with the most trusted solution for empowering your organization to work better together and achieve amazing results.
<b>Government Relations</b>	CCEDC		Manufacturers suffer from the administrative and financial burden of taxes, the cost of health insurance, the effects of the new health care law, and excessive regulations. Member engagement opportunities include: <ul style="list-style-type: none"> <li>&gt; Pro-business agendas</li> <li>&gt; Regular updates on business issues at the local, state and federal levels</li> <li>&gt; Annual Legislative Reception and other events</li> <li>&gt; One-on-one opportunities to meet elected officials</li> <li>&gt; Small group trips to Harrisburg and Washington, D.C.</li> </ul>
	The Franklin Partnership, LLP	Omar S. Nashashibi Partner 444 North Capitol St., NW Suite 605 Washington, D.C. 20001 Phone: (202) 393-8250 Fax: (866) 876-9163 <a href="http://www.franklinpartnership.com">www.franklinpartnership.com</a> Twitter: @mfglobbyist	Based in Washington, D.C., The Franklin Partnership, LLP, provides law and government relations services to our clients. We represent a diverse cross-section of clients in the D.C. area and provide world-class service with results our clients depend on.  Within our broad spectrum of law and government relations, our partners have focused expertise in appropriations, health care, municipalities, tax, international trade, manufacturing, defense, small business issues, tribal governments, energy, telecommunications, and more.  The Franklin Partnership can aid your lobbying efforts by developing advocacy goals and formulating an effective legislative roadmap. From there, we work with you to implement a federal legislative and regulatory agenda and establish a comprehensive political strategy.

