

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:

MANUFACTURER TO MANUFACTURER – Creating and enhancing connections among manufacturers to share best practices, build local supply chains, develop cooperative procurement, assist with temporary capacity constraints, and hire and train the right people.

TRAINING – provide manufacturing-related training to member employees, secure training grants for members, and develop customized training to meet the needs of manufacturers at convenient times and locations

YOUTH/ PIPELINE DEVELOPMENT – Understand potential sources of manufacturing employees and develop programs to create interest in pursuing a manufacturing career or changing careers to pursue opportunities in manufacturing; create resources to educate students, parents, advisors and potential job changers on the positive aspects of pursuing a career in manufacturing

MARKETING – creating and sustaining approaches that will increase membership by showcasing the value added from MACC/DC membership

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
Higher Education	Delaware County Community College http://www.dccc.edu/ Delaware County and Chester County	Karen Kozachyn, Ed.D. Ph: 610-359-5362 E-mail: kkozachyn@dccc.edu	<p>Associates Degrees 23 in transfer oriented degrees in multiple majors including: Business Administration Computer Science Engineering Technology Engineering</p> <p>28 in career preparation majors, including: 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"> • Tuition free manufacturing credit courses for MACC/DC members <ul style="list-style-type: none"> ○ Regularly scheduled DCCC courses, on a first come-first served basis ○ Employers pay for books and materials, plus a fee to the MACC/DC. • Free “Learn to Earn” program for incumbent workers and new potential workers through a grant from JP Morgan Chase. Starting with 15-20 students.

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Undergraduate Degree Programs			
	Penn State : Abington, Brandywine and Great Valley		<p>A consortium of three campuses in Southeastern Pennsylvania offering the Bachelor of Science in Engineering with the option of Multidisciplinary Engineering Design.</p> <p>B.S. Engineering, Multidisciplinary Engineering Design</p>
	Penn State at Great Valley	Graduate and Professional Programs Penn State Great Valley 30 E. Swedesford Road Malvern, PA 19355 Ph: 610-725-5319 gvskills@psu.edu	<p>Academics</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 in the evenings or online. Graduate degrees and certificates are offered in engineering, data analytics, information science, accounting, business, finance, leadership, and management.</p> <p>In addition, an undergraduate degree program – B.S. Engineering, Multidisciplinary Engineering Design is offered at Penn State Great Valley and is a collaboration between Penn State Abington and Pen State Brandywine.</p> <p>Master's Degrees Offered</p> <p>Master of Business Administration (MBA)</p> <p>Master of Engineering Management</p> <p>Master of Engineering in Systems Engineering</p> <p>Master of Finance</p> <p>Master of Leadership Development</p> <p>Master of Professional Accounting</p> <p>Master of Professional Studies in Data Analytics</p> <p>Master of Science in Data Analytics</p> <p>Master of Science in Information Science</p> <p>Master of Software Engineering</p>

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	Penn State at Great Valley	Graduate and Professional Programs Penn State Great Valley 30 E. Swedesford Road Malvern, PA 19355 Ph: 610-725-5319 gvskills@psu.edu	<p>Graduate Certificates Offered</p> <ul style="list-style-type: none"> Cyber Threat Analytics and Prevention Graduate Certificate Data Analytics Graduate Certificate Finance Graduate Certificates Health Sector Management Graduate Certificate Human Resource Management Graduate Certificate New Ventures and Entrepreneurship Graduate Certificate Sustainable Management Practices Graduate Certificate Systems Engineering Graduate Certificate
	West Chester University		<p>West Chester University is one of the top regional comprehensive public universities in the nation, serving more than 17,000 students at the undergraduate and graduate levels. The university supports a broad range of programs and majors, which may be referenced using this link:</p> <p>https://www.wcupa.edu/secondary/academics.aspx</p>
Technical Education	Williamson College of the Trades www.williamson.edu	Tom Wisneski Ph: 610-566-1776 ext. 231 twisneski@williamson.edu 106 S. New Middletown Rd Media, PA 19063	<p>Areas of Study</p> <p>Associate in Specialized Technology Degrees</p> <ul style="list-style-type: none"> Construction Technology, Carpentry Emphasis Construction Technology, Masonry Emphasis Horticulture, Landscaping and Turf Management Machine Tool Technology Paint and Coatings Technology Power Plant Technology <p>Craftsman Diplomas</p> <ul style="list-style-type: none"> Carpentry Masonry

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Technical Education			
(see also: Apprenticeships, below)	Delaware County Community College	Karen Kozachyn, Ed.D. Ph: 610-359-5362 E-mail: kkozachyn@dccc.edu	Certificates in 14 areas including: Automotive Carpentry, Electrical & HVAC CNC, Geothermal & Solar PV Computer Training Welding The College supports: 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, Aston and Folcroft Campus . 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 DelcoTech.org
	Chester County Technical College High Schools	Dr. Kirk Williard , Division Director Ph: 484-237-5049 E-mail: KirkW@cciu.org 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.
Workforce Training			
(see also: Apprenticeships, below)	Delaware County Community College		
	JobTrakPA	Delaware County Community College Marple Campus Academic Building, Room 2319 Phone: 610-723-4095	Free , hands-on education that can help adults quickly acquire the skills and industry recognized certification needed to obtain employment

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	New Choices Career Development Program	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.
	PA CareerLink®	Marple Campus Susan Bond sbond@dccc.edu Delaware County Community College 1300 Academic Building Phone: 610-723-1220 TTY: 610-359-5020 Fax: 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.
	Workforce Entry Center	Marple Campus Delaware County Community College 1300 Academic Building Susan Bond Phone: 610-723-1220 Email sbond@dccc.edu	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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Customized Corporate Training			
	Delaware County Community College	Karen Kozachyn, Ed.D. Ph: 610-359-5362 E-mail: kkozachyn@dccc.edu	<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
	MEA (MidAtlantic Employers' Association) www.Meainfo.org	mea@meainfo.org 800-662-6238 (Phone) Midatlantic Employers' Association 234 Mall Blvd. Suite 200 King of Prussia, PA 19406	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.
Apprenticeships/ Pre Apprenticeships/ Co-ops			
	NTMA Choice Careers Delaware County Community College	Clara Console cconsole@choicecareers.biz www.choicecareers.biz/ Karen Kozachyn, Ed.D. Ph: 610-359-5362 E-mail: kkozachyn@dccc.edu	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. 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.

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	TCHS: ASCEND program	Andrea Vaughn TCHS Brandywine Campus 443 Boot Road, Downingtown, PA 19335 Phone: 484-593-5100	The Ascend program guides students on a three-year journey to a future in advanced manufacturing through a collaboration with local manufacturers, leaders in their respective industries. Advanced manufacturing companies are in need of qualified workers who have the skills to operate, diagnose and maintain complex robots and machines. The program gives students with the drive to reach their full potential an inside look at multiple companies and the chance to intern and earn a full-year co-op experience.
	Peer Resources	IFM: Dennis Costandino, Manufacturing Manager ifm North America dennis.costandino@ifm.com Website: www.ifm.com/us	Please contact MACC/DC member companies for information on how apprenticeships and pre-apprenticeships work for them.
		Southco: Florian Reuter freuter@southco.com	
		Aerzen: Ralf Weiser Quality, Health, Safety and Environmental Leader Email: rweiser@aerzenusa.com Phone: 484-718-3518 Mobile: 484-343-6830	Encompass, Earn, Learn, and Don't Owe program (Tech Cert and Associates Degree)
Youth Outreach and Pipeline Development			
	Coatesville Youth Initiative	545 East Lincoln Highway Coatesville, PA 19320 610-380-0200 fax: 610-380-0207 Chaya Scott Executive Director Office: 610-380-0200 x202 Email: chaya@coatesvilleyouthinitiative.org	The mission of the Coatesville Youth Initiative is to contribute to a vibrant future for Coatesville by engaging youth in experiences that support their success in school and in life, and by uniting a wide range of partners to make the community better for everyone.

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	Young Men and Women in Charge Foundation	Mailing Address: PO Box 1954 West Chester, PA 19380 Office Address: 479 Thomas Jones Way, Suite 350 Exton, PA 19341 Phone: <u>610 340 2844</u> Email: service@ymwicfoundation.org	<p>Our Mission To empower and prepare economically disadvantaged and historically underrepresented youth to excel and become leaders in Science, Technology, Engineering and Math (STEM) careers through academic tutoring, mentoring and financial assistance programs accomplished by leveraging alliances with K-12 school districts, universities, corporations, and our committed partners.</p> <p>Our Core Values</p> <ul style="list-style-type: none"> • we can significantly impact the future of our youth through education and extraordinary leadership. • and through these principles we are dedicated to the tradition of excellence in serving our youth, our partners and our community. • by treating all people with respect and sincerity to create an environment of openness where shared success can be achieved. • by working efficiently and effectively to continuously improve our programs for the benefit of our scholars.
	The Point	Dwayne Walton <i>Executive Director</i> <i>The Point</i> <i>Parkesburgpoint.com</i> <i>610-357-3393</i> <i>700 Main Street Parkesburg PA</i> <i>19365</i>	<p>The mission of THE POINT is to empower youth and their families to live victoriously by offering a safe, engaging and Spirit-filled environment.</p> <p>Through strategic partnerships with churches, schools, businesses, and social organizations, we aim to develop young people who are then able to positively influence their families, neighborhoods, and community.</p>
		JOYCE CHESTER President and CEO Chester County OIC (Opportunities Industrialization Centers of America) 2 N 5th Avenue Coatesville, PA 19320 p: 610-692-2344	<p>VISION To be leaders in improving the lives of disadvantaged adults by creating educational and employment opportunities.</p> <p>MISSION Opening opportunities for individuals to prepare for sustainable employment and financial independence through education, training and support services.</p>

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	La Comunidad Hispana	<p>President and Chief Executive Officer</p> <p>Alisa M. Jones, MPH 610.444.7550 X 252 ajones@lchps.org</p> <p>Workforce Development Program Coordinator <i>Clark Davis</i> <i>Social Assistance, Blue Team</i> 731 West Cypress Street Kennett Square, PA 19348 Phone: 610-444-7550 ext 266 Fax: 610-444-6704</p>	<p>LCH serves over 5,500 unduplicated individuals each year through our Person-Centered, integrated health center, social assistance team, and education and workforce development programs.</p> <p>LaComunidadHispana.org <u>Non-Discrimination and Access of Services</u></p>
	SOAR Program	<p>Shae Ashe Employment Specialist / SOAR Chester County OIC 22 N. 5th Avenue Coatesville, PA 19320 Phone: 610-235-4717</p>	<p>The SOAR (SSI/SSDI Outreach, Access, and Recovery) Program is designed to serve homeless individuals with disabilities in accessing benefits through the Social Security Administration. The process allows for direct access by the SOAR Specialist to identified staff at the local and state level in order to monitor the process from assessment to approval or denial.</p> <p>http://www.hsi-cmhs.com/soar-program.html</p>
	MACCDC Youth Committee “What’s So Cool About Manufacturing?”	<p>MACCDC Youth Committee Kourtney Caspersen Omega Design (kcaspersen@omegadesign.com)</p>	<p>Understand potential sources of manufacturing employees and develop programs to create interest in pursuing a manufacturing career or changing careers to pursue opportunities in manufacturing; create resources to educate students, parents, advisors and potential job changers on the positive aspects of pursuing a career in manufacturing</p>
Sustainability			
	PECO	<p>Edward Piscopo PECO Energy Sr. Economic Development Specialist Economic & Business Development 2301 Market Street, 24th Floor Philadelphia, PA 19103</p> <p>215-841-5411 (work) 610-908-9315 (mobile) Edward.Piscopo@Exelon.com</p>	<p>Take advantage of PECO's Energy Efficiency Program incentives that can help you reduce your energy consumption.</p> <p>Check out online tools to benchmark your company's energy usage and information for AC cycling participants.</p> <p>Discover energy-reducing ideas specific to your organization, and learn about incentives that are available to you.</p> <p>https://www.peco.com/WaysToSave/ForYourBusiness/Pages/Default.aspx</p>

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	CCEDC Smart Energy	<p>Jim Lauckner SEI Program Manager (610) 321-8231 jlauckner@ccedcpa.com</p> <p>https://smartenergypa.org/about/about-sei/</p>	<p>The Southeastern Pennsylvania Smart Energy Initiative (SEI) is an Industry Partnership (IP) founded in 2007 to support the region’s smart energy industry by providing comprehensive workforce and business development services to partnering energy organizations.</p> <p>Our Mission Our mission is to promote the growth of the “smart” energy industry by providing comprehensive workforce and economic development services to partnering companies.</p> <p>What is “smart energy?” Smart energy incorporates clean and renewable energies, as well as energy efficiency/conservation and demand-side management products and services.</p>
Jobs/Employment			
	Hire One www.hireonecc.com .	<p>Jim Lauckner Sr. Project Consultant</p> <p>Cherie Wright Project Manager</p> <p>Sherry Cockerham Project Coordinator</p> <p>Chester County Economic Development Council (CCEDC) office: 610-321-8213 email: scockerham@ccedcpa.com</p>	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 www.hireonecc.com .
	Chester County Workforce Development Board	<p>Chair: Jennifer Duff, <i>Accenture</i></p> <p>Vice Chair: Diana Kimmich, <i>Analytical Graphics, Inc.</i></p> <p>Executive Director: Patrick Bokovitz 601 Westtown Road, Suite 365 West Chester, PA 19380 Ph: 610-344-6900 Fx: 610-344-6925 ccdcd@chesco.org</p>	<p>Workforce Development Services and Financial Incentives Available for Employers PA CareerLink®-Chester County can save employers time and money with candidate assessment, recruitment assistance and funding for On-the-Job Training (OJT) for new hires.</p> <p>PA Job Gateway Employer Services Manufacturing Business Resources PA CareerLink®-Chester County Employer Services On-the-Job Training Program New Hire Reporting Program HireOne Employer Hiring Incentives (PA Department of Labor)</p>

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	Coatesville VA Medical Center	Susan Weiser susan.wieser@va.gov	Employing Veterans
Business Finance			
	South Eastern Economic Development Company of Pennsylvania (Seedcopa)	Sherwood Robbins, Managing Director	For the 17 th 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 www.seedcopa.com
	Malvern Bank, NA	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 amelia.crossett@fnfg.com 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.

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Economic Development	Delaware County Chamber of Commerce	<p>Trish McFarland <i>President</i> trishm@delcochamber.org</p> <p>Suzanne Cody <i>Marketing & Events Director</i> suzannec@delcochamber.org</p> <p>Catherine Durning <i>Office Manager</i> catherined@delcochamber.org</p> <p>Jessica Hoffman <i>Senior Events Director</i> jessicah@delcochamber.org</p>	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.
	Chester County Chamber of Business and Industry	<p>Guy Ciarrocchi, Esq. President & CEO Public Policy Advocacy Chamber Spokesperson Chamber Strategic Planning Partnering with local, regional, state & federal Chambers Email: guy@cccbi.org</p> <p>Marianne Martelli, IOM Vice President of Operations Youth Leadership Workforce Development Chamber Foundation Business Development E-mail: marianne@cccbi.org Phone: Ext. 14</p>	The Chester County Chamber of Business & Industry represents a diverse and vibrant business community . With a membership of over 800, the Chamber is uniquely positioned in Southeastern Pennsylvania , which is an integral part of the Commonwealth's and the nation's economic engine. As a "chamber of influence" and the largest Chamber in Chester County , 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.

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	Chester County Chamber of Business and Industry (continued)	Danielle Vetter Director of Event Planning Signature Events Political Events Women Influencing Business Committee E-mail: danielle@cccbi.org Phone: Ext. 12 Julia Taylor Networking & Programs Manager Small Business Advisory Group Member Seminars & Workshops Networking, Educational, and Informational Programming E-mail: julia@cccbi.org Phone: Ext. 35	

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	Chester County Department of Community Development	Pat Bokovitz, Director 601 Westtown Road Suite 365 West Chester, PA 19380 Ph: 610-344-6900 Fx: 610-344-6925 Email: pbokovitz@chesco.org	<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 PA CareerLink®.</p> <p>DCD serves as the Coordinating Agency for the Decade to Doorways Partnership, the Community's 10-Year Plan to Prevent and End Homelessness in Chester County.</p> <p>Financial Stability Center Funding Opportunities Chester County Community Resource Guide Affordable Housing Locator Home Repair Program Community Resource Database Veterans Resources Brochure Food Cupboard Locations Chester County Food Bank PA Fair Care <i>Extra Help</i> Savings on Prescription Costs</p>
Consulting			
	DVIRC Delaware Valley Industrial Resource Center	William J. Lauer , Director, Business Development (Chester & Delaware Counties) Email: wlaue@dvirc.org Ph: 215-464-8550 2905 Southampton Road Philadelphia, PA 19154 Harry L. Landsburg , Director, Business Process Technology Consulting Email: hlandsburg@dvirc.org 215-464-8550	<p>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.</p> <p>Total Cost of Ownership (TCO) specialist as a member of the Reshoring Project Core Team.</p>

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	<u>Manufacturers' Alliance of Philadelphia Philadelphia WORKS</u>	Barbara Stanford-Allen , Director of Industry Partnerships & Business Engagement Email: ballen@phillyworks.org Ph: 215-963-2107 One Penn Center at Suburban Station 1617 J.F.K. Blvd., 13 th Floor Philadelphia, PA 19103	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.
Layoff Aversion	Strategic Early Warning Network (SEWN)	Patrick Meese - Regional Director, Central SEWN Office sewncentral@steelvalley.org 717-968-6252 Gregory Olson - Regional Director, Southeast SEWN Office sewnse@steelvalley.org 215-458-7580	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 http://www.steelvalley.org/
	SCORE	Walt Willis walt.wills@scorevolunteer.org	Retired Executives business consulting
HR Practices	MEA Holly DePalma	Managing Director, HR Services 610-994-7636 hdepalma@meainfo.org	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.
Organizational Engagement and Culture	Dan Kessler President Energage	397 Eagleview Blvd. Ste 200 Exton, PA 19341 info@energage.com (484) 206 0730	Energage, developed the world's first CultureTech platform that combines employee surveys, reliable insights, and expert guidance to transform your culture with an employee-centric approach. Energage is a CultureTech specialist that helps you realize your workforce's full potential by building a stronger culture and connections across the organization. With higher employee engagement and intentional cultures, Energage customers are reducing turnover costs, increasing productivity, and improving teamwork. We apply our Top Workplaces research, neuroscience, and expert insights to give you clear next steps to develop an employee-centric approach to success.

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Government Relations	CCEDC		<p>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:</p> <ul style="list-style-type: none"> • Pro-business agendas • Regular updates on business issues at the local, state and federal levels • Annual Legislative Reception and other events • One-on-one opportunities to meet elected officials • Small group trips to Harrisburg and Washington, D.C.
	The Franklin Partnership, LLP	<p>Omar S. Nashashibi Partner 444 North Capitol St., NW Suite 605 Washington, D.C. 20001 Phone: (202) 393-8250 Fax: (866) 876-9163 www.franklinpartnership.com Twitter: @mfglobbyist</p>	<p>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.</p> <p>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.</p> <p>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.</p>
Site Selection	CCEDC	<p>MaryFrances McGarrity Phone: (610) 321-8223, email: mmcgarrity@ccedcpa.com</p>	<p>The CCEDC's site selection map provides a comprehensive collection of the business and industrial parks in Chester County. This map serves as a tool for business owners and the general public to access searchable and interactive information about the business and industrial parks within Chester County and provides an inventory of the different locations, size, available utilities and identifies parks within Keystone Innovation Zones (KIZ).</p>
Legal/ Taxation	Black Line Group	<p>Scott Schmidt - Principal www.blacklinegrp.com 3030 Harbor Lane N. Suite 216 Plymouth, MN 55447 Office Phone: 763-550-0111</p>	<p>Black Line Group specializes in working with small and mid-size businesses, to help them maximize their potential for R&D tax credits. Black Line Group's tax specialists have worked extensively in this specialized area of the tax code. These seasoned professionals can quickly assess whether your company's activities qualify for the R&D Tax Credit.</p>

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		Cell Phone: 763-229-8122 Fax: 763-201-5991 e-mail: scott@blacklinegrp.com	While the majority of our clients tend to be small and mid-size businesses with revenues up to \$250 million, our team also performs R&D Tax Credit studies for Fortune 500 companies.
Supply Chain/ Procurement			
		MACCDC Manufacturer to Manufacturer Committee Florian Reuter, Chair	Creating and enhancing connections among manufacturers to share best practices, build local supply chains, develop cooperative procurement, assist with temporary capacity constraints, and hire and train the right people.