

# Pennsylvania Talent Pipeline Project **Monthly All Hands Meeting**

**Bruce Warner** Presented by: Date: 17 Mar 2022

Region Leader

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#### **Agenda**



- **≻Welcome**
- **≻Pilot Program Updates** 
  - Scorecard Review
  - 20 APR 22 "Road to May 25 Signing Day" Final Hiring Working Session
  - 25 MAY 22 Signing Day Agenda
  - East & South Central Program Reviews
  - Talent Acquisition and Retention Workshop Update
  - Individual Coaching Schedule
  - Best Practice Model Update
  - Major Milestones Overview
- **≻Open Discussions**







#### **Mission**



The Pennsylvania Talent Pipeline Project TEAM will energize and engage the greater Pennsylvania Region economy by creating and sustaining a maritime and defense industrial base focused workforce pipeline that enables EMPLOYERS to re -capitalize their workforce through recruiting, hiring, training, and retaining skilled workforce members with critical trade skills for 1-year as productive and engaged new employees.







# Philly Talent Pipeline Master Scorecard



#### Class 2021 – 2023 Demand 34/155 Supply 26/915/561

	Н		As of 10 Mar 2022				Hire
Company (Size)	Commitment/ Offers/Hires		Company (Size)	Commitment/ Offers/Hires		Company (Size	Commitment/ Offers/Hires
<sup>1</sup> Philly Shipyard (Lge)	10/9/9	13	Fairlead	23	25	PCC (Lge)	1
2 Rhoads (Med)	5	14	Metals USA, Langhorne (Med)	1	26	PRL, Inc (Med)	6
3 L3 Harris – Philly (Med)	3	15	Metals USA, Fairless Hills (Sm)	1	27	Billet Industries (Sm)	1/1/1
4 Kingsbury (Med)	3	16	Metals USA, Philly (Sm)	2	28	American Hydro (Sm)	2
<b>5</b> Naval Surface Warfare Center Philly	12	17	Naval Foundry & Propeller Center	5/5/0	29	ehigh Heavy Forge (Med)	5
6 Naval Supply Systems Command	2	18	Metals USA, York (Sm)	1	30	Curtiss-Wright (Sm)	1
7 DeVal Lifecycle Support (Sm)	2	19	Greiner Industries (Med)	1	31	Everson Tesla Inc. (Med)	2/3/3
8 QED Systems (Sm)	1	20	Advanced Cooling (Med)	1	32	enkins Machine (Small)	2/3/3
9 DC Fabricators (Med)	4	21	York Precision Machining (Sm)	1	33	ehigh Valley Plastics (Small)	1
LO Phily Ship Repair (Med)	2	22	Cleveland Cliffs – Coatsville (Med)	35	34	Staver Hydraulics Company Inc.	1
L1 Fairmount Automation Inc. (Sm)	2	23	Marine Wire Tech (Sm)	1	35		
12 Holtec (Med)	12	24	Johnson Controls (Med)	3	36		
						Total Companies/Pledges/Hires	34/155/16

	CTE Participants								
Organization	Pool/Screened/Hired	Organization	Pool/Screened/Hired	Organization	Pool/Screened/Hired				
1 ATDM (All Regions)	96/28/3	11 Thomas A. Edison HS	14/4/0	21 Career Institute of Technology	32/32/0				
2 Thaddeus Stevens (Philly/SC)	80/80/0	12 Swenson HS	17/0/0	22 Hampton City Schools	TBD/0/0				
3 CC of Philadelphia	TBD/0/0	13 York School of Technology	2/2/1	23 Portsmouth City Schools	TBD/0/0				
4 Delaware County CC	64/11/6	14 Cumberland-Perry Vo-Tech	53/53/0	24 Virginia Beach City Schools	TBD/0/0				
5 Bucks County CC	52/40/0	15 Lancaster County Career & Tech	40/40/0	25 Norfolk City Schools	TBD/0/0				
6 Williamson College	49/49/0	16 Northampton CC	96/96/0	26 Chesapeake City Schools	TBD/0/0				
7 Father Judge HS	42/36/0	17 Lehigh Carbon CC	30/30/0	27 Suffolk City Schools	TBD/0/0				
8 Randolph Career Academy	10/9/0	18 Lehigh Career & Technical Institute	92/44/2	28					
9 Benjamin Franklin HS	10/10/5	19 Welding Training & Testing Inst	40/40/0	29					
10 Jules Mastbaum HS	22/4/0	20 Bethlehem Area Vo-Tech School	74/1/1	30					
				CTEs	915/561/15				

- Philly Region

- South-Central Region

- East-Central Region

- South-East Virginia Region

16 Facilitators: NDIA, SIBC, ACIBC, Marine Machining Association, General Dynamics Electric Boat, Newport News Shipbuilding, Curtiss-Wright, Philly Works, Philadelphia Youth Network, Philly Shipyard Commissioner, Project MFG, The Manufacturers' Association, JEVS, York County Alliance for Learning, Manufacturers Resource Center, Philly Gear





# CTE Candidate Update As of 10 Mar 2022



CTE	Original Pool	Screened	Hired	Remaining Pool
ATDM	96	28	3	25
Thaddeus Stevens	80	80	0	80
CC of Philadelphia	TBD	0	0	0
Delaware CCC	64	11	6	58
Bucks CCC	52	40	0	0
Williamson	49	49	0	49
Father Judge HS	42	36	0	36
Randolph HS	10	9	0	9
Ben Franklin HS	10	10	5	5
Jules Mastbaum HS	22	4	0	4
Thomas Edison HS	14	4	0	14
Swenson HS	17	0	0	0
York School of Technology	2	2	1	1
Cumberland Perry Vo-Tech	53	53	0	53
Lancaster County Career & Tech	40	40	0	40
Northampton CC	96	96	0	96
Lehigh Carbon CC	30	30	0	30
Lehigh Career & Technical Institute	92	44	2	42
Welding Training & Testing Institute	40	40	0	40
Bethlehem Area Vo-Tech	74	1	1	0
Career Institute of Technology	32	32	0	32
Hampton City Schools	TBD	TBD	0	TBD
Portsmouth City Schools	TBD	TBD	0	TBD
Virginia Beach City Schools	TBD	TBD	0	TBD
Norfolk City Schools	TBD	TBD	0	TBD
Chesapeake City Schools	TBD	TBD	0	TBD
Totals	045	609	40	EGA
Otals	915	009	18	561





#### Philly Workforce Pipeline Pilot Master Scorecard



#### Class 2022-2024

			<b>Employer Participants</b>				
Company (Size)	Hire Commitment/ Offers/Hires		Company (Size)	Hire Commitment/ Offers/Hires		Company (Size	Hire Commitment/ Offers/Hires
1 QED Systems (Sm)	1	13			25		
2 Derbyshire (Sm)	TBD	14			26		
3 Staver Hydraulics (Sm)	TBD	15			27		
4 Effort Foundry (Sm)	TBD	16			28		
5 D. Gillette Industries (Sm)	TBD	17			29		
6 Bridesburg Foundry (Med)	TBD	18			30		
7 Billet Industries	TBD	19			31		
8		20			32		
9		21			33		
10		22			34		
11		23			35		
12		24			36		
						Total Companies/Pledges/Hires	4/1/0

			CTE Participant	s			
	Organization	<b>Available Candidates</b>	Organization	<b>Available Candidates</b>	Orga	nization	<b>Available Candidates</b>
1		1:	1		21		
2		12	2		22		
3		13	3		23		
4		14	4		24		
5		1!	5		25		
6		10	6		26		
7		17	7		27		
8		18	8		28		
9		19	9		29		
10		20	0		30		
						CTEs/Enrollment	TBD

- Philly Region

- South-Central Region

- East-Central Region

- South-East Virginia Region

16 Facilitators: NDIA, SIBC, ACIBC, Marine Machining Association, General Dynamics Electric Boat, Newport News Shipbuilding, Curtiss-Wright, Philly Works, Philadelphia Youth Network, Philly Shipyard Commissioner, Project MFG, The Manufacturers' Association, JEVS, York County Alliance for Learning, Manufacturers Resource Center, Philly Gear







# Do You Intend to Participate in Cohort 22-24?

Need to know NLT 15 May 2022









# April 20, 2022 Employer and CTE Expectations

**Philly Region** 







# Philly Employer/CTE "APR 20 Working Session" POA&M



#### **►NLT 8 APR 2022: Hiring Status**

- Employers should submit:
  - # Applications Received (by CTE, Trade and by Name)
  - # Interviews Scheduled (by CTE, Trade and by Name)
  - # Interviews Completed (by CTE, Trade and by Name)
  - # Offers Made (by CTE, Trade and by Name)
  - # Accepted Offers/Hires (by CTE, Trade and by Name)
- CTEs should submit:
  - # Applications Submitted (by Trade, Employer and by Name)
  - # Interviews Scheduled (by Trade, Employer and by Name)
  - # Interviews Completed (by Trade, Employer and by Name)
  - # Offers Made (by Trade, Employer and by Name)
  - # Accepted Offers/Hires (by Trade, Employer and by Name)
- Program Management Team will:
  - o Assist in compiling the master roster and availability of candidates
  - o Provide remining pool of available and qualified candidates

#### **➤ NLT 15 APR 2022: Submit Updated Status (Information Above)**

- Metric:
  - Employers completed interviews, offers and hires
  - o CTE Candidates with completed interviews, offers and hires







# **Employer Slide**



Company:		Pledge:	
	Name	CTE	Trade
1			
2			
3			
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# **CTE Slide**



CTE:		
	Name	Trade
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# East & South Central Employer/CTE "Recruiting – Hiring" POA&M



#### ➤ NLT 15 FEB 2022: Onsite Visits

- Employers should schedule and complete:
  - o Onsite visit at CTE for Instructor/Staff introductions & program familiarization
  - Onsite "Recruiting" visit at CTE with appropriate candidates
  - Onsite visit at Employer for interested candidates, "Field Trip"
- CTEs should:
  - o Brief all involved Instructors/Staff about the Pipeline Pilot prior to first onsite visit by Employers
  - Screen interested candidates following the recruiting visits to determine viable pool of candidates for employment
  - Provide Program Management Team with list of viable candidate pool by name and skilled trade (Bruce Warner/Bo Brewer)
- Program Management Team will:
  - Assist in scheduling onsite visits and briefing Employer/CTE Instructors/Staff as requested
  - Track all onsite visit progress

#### ➤ NLT 22 MAR 2022: Submit Program Review Slide

- Metric:
  - **o CTE's provide Employers Interested Candidate List**
  - o Employers received Applications for Review







# 25 May 2022 Signing Day Agenda



3:45 4:00	Student/Employer Arrive Rehearsal for Student/Employer
4:45 5:00 5:10	Official Party Assembled Opening Remarks, Joe Barto, Program Manager Welcome: Rear Admiral Scott Pappano, Program Executive Officer, Strategic Submarines
5:20	Guest Speaker: Mr. Frederick J. (Jay) Stefany, Assistant Secretary of the Navy, Research, Development, & Acquisition
5:30	Guest Speaker: Department of Community & Economic Development
5:40	Guest Speaker: Mayor of Philadelphia
5:50	Guest Speaker: Admiral (Ret) USN Cecil Haney, General Dynamics Board of Directors
6:00	CTE Speaker – TBD
6:05	Student Speaker – TBD
6:10	Recognition of Career and Technical Education Centers
6:15	Recognition of Facilitators
6:20	Student Speaker - TBD
6:25	Employers and Candidates Accepting Employment
7:50	Closing Speaker: Matt Sermon, Executive Director, PEO Columbia, USN
8:00	Program Adjournment







# EC & SC Employer/CTE Recruiting Program Review



#### **East & South Central Region:**

- Date: 30 MAR 2022

- Host: Greiner Industries

- Location: Greiner Industries

- Time: 9:00am - 12:00pm

Abbreviated Agenda:

8:30 Registration Opens

9:00 Roll Call, Pledge of Allegiance

9:05 Program Overview & Meeting Objectives

9:15 Welcome: Greiner Industries

9:25 Employer's announce Recruiting Results

**10:15 CTE announce Application Results** 

11:10 Talent Acquisition & Retention Best Practice Update: Kingsbury & Fairlead

11:30 2021-2023 Pennsylvania Talent Pipeline Project Next Steps and Road to Signing Day

12:00 Program Review Adjournment









# March 30, 2022 Employer and CTE Expectations

**East & South Central Regions** 







#### East & South Central "Recruiting – Hiring" Program Review



#### **>30 Mar 2022:**

- Employers will speak to one slide with their recruiting data
  - Demand
  - CTE Partners
  - Hiring Status
  - Support Needed
- CTEs will speak to one slide with their recruiting data
  - Numbers Available by Trade
  - Employer Partners
  - Support Needed







## **Employer Slide**



- **≻**Ray Mee
- **≻**Hiring Demand: 10
- **➤ Target Programs: Welding, Shipfitters**
- ➤ CTE Pipelines: Delaware County CC, Father Judge HS, Philadelphia School District
- ➤ Current Status: Interviewed 1 1 Mired 3
- ➤ Next Steps: Continuing refuiting efforts in person and via Zoom
- **>** Support Needed:







#### **CTE Slide**



- **≻**Melodee Jackson
- **≻Trade Programs:** 
  - Machinists 5
  - Welders 17
  - Logisticians 2
- >Support Needed

- > Employer Partners
  - Philly Shipyard
  - Rhoads Industries
  - DC Fabricators
  - Holter
    - DeVal Lifecycle Support
  - Q.E.D. Systems
  - L3 Harris Philly
  - NFPC
  - Philly Ship Repair
  - Fairmount Automation







## **Individual Coaching Schedule**



- 1. Lehigh Heavy Forge Retention Training / 29MAR22
- 2. Greiner Industries Retention Training / 21APR22
- 3. Q.E.D. Systems Onboarding & Retention Training / 10MAY22
- 4. Jenkins Machine TBD
- 5. Lehigh Valley Plastics TBD
- \* Other Participants are Invited to Attend & Observe







## **Best Practice Model Development**



Company/2022 Demand	Current State Analysis	Build New System		Pilot New System	Transition Internally	Track	
Kingsbury / 30				1/28/22	6/30/22	9/30/22	
Fairlead / 132				2/1/22	5/15/22	9/15/22	
	Major Mi	ilestones	s (Ne	ext 60 Days)			
Kings	bury		Fairlead				
<ul> <li>RJP – 1/10/22 1/21/22         <ul> <li>Content Collection and Development</li> </ul> </li> <li>TA&amp;R Workshop – 2/17/21</li> <li>1st Recruiting Day – 2/5/22 2/19/22 4/9/22         <ul> <li>Pushed to give RJP time to generate leads</li> </ul> </li> <li>1st World Class First Day – 3/1/22 6/10/21         <ul> <li>Pushed to align with CTE Graduation</li> </ul> </li> </ul>				1 <sup>st</sup> Recruiting Da Retention Traini 1 <sup>st</sup> World Class 2 <sup>nd</sup> Recruiting D	ing – 3/22/22 First Day – 4/4/2	22	

#### **Talent Pipelines**

CTE
Internship/Co-Op
Employee Referrals
Experienced Headhunting

#### **Talent Pipelines**

CTE
Veteran
Employee Referrals
Experienced Headhunting







## **Fairlead Best Practice Model Development**



# Pilot Realistic Job Preview and Candidate Tracking Initial Pipeline Development complete Goal = 10 Pipelines by 2/28 Current = 11 Pipelines Established "Demand Signal" Meeting on 1st Complete Customization and Development of World Class First Day and On-Boarding and Retention Training Onboarding and Retention Training with Pilot Leader Group Recruiting Day Rehearsal

 Finalized Recruiting Day SOP and Cadre and Completed Training

Tuesday of every month

**February Key Results** 

 Developed Strategic Communications Message for Release to Fairlead All Recruiting Day Execution

**March Key Results Planned** 

Recruit - Recruit - Recruit







## **Kingsbury Talent Acquisition and Retention**



	February Key Results		March Key Actions Planned
•	Pilot Realistic Job Preview	•	Developed Strategic Communications Message for Release to Kingsbury Philadelphia
•	Initial Pipeline Development complete		
	<ul> <li>Goal = 8 Pipelines by 2/28</li> </ul>	•	Identify and train internal recruiters from each
	Current = 3 Pipelines		business area within Kingsbury who has a 2022 hiring demand
•	Completed virtual recruiting sessions with 2 of 3		
	current pipelines	•	Identify and actively engage multiple talent
	3 <sup>rd</sup> pipeline class had 100% placement		pipelines for each position. Deploy internal recruiters
		•	Expand the digital presence of Kingsbury to
			attract interested candidates
		•	Re-schedule the Recruiting and Offer day for April 9th, 2022
		•	Recruit - Recruit







#### **Major Milestones Overview**



**▶30 MAR 22: East & South Central Region Workforce Pilot** "Recruiting" Program Review

**Location: Greiner Industries** 

**▶20 APR 22: Philadelphia Region Workforce Pilot Program Review** 

- Employers announce New Teammate selections/Contingent Offer acceptances

**Location: Philadelphia School District Main Office** 

**▶25 MAY 22: Philadelphia Region Workforce Pilot "Signing Day"** 

**Location: Independence Seaport Museum** 







#### Pittsburgh Region Pilot Major Milestone Overview



#### Class 2022-2024

#### Year 1:

## **April 7, 2022: Demand Signal Round Table Discussion**

June 15, 2022: Pittsburgh Region Workforce Kick Off Meeting

September 21, 2022: Pittsburgh Region Workforce Employer/CTE Program "Matching" Program

Review

January 25, 2023: Mid-Year Pittsburgh Region Workforce Program Review

May 23, 2023: Pittsburgh Region Workforce "Signing Day"

#### Year 2:

July 19, 2023: New Participant (Employers, CTE Programs, Facilitators) Orientation

September 2, 2023: Pittsburgh Region Workforce Employer/CTE Program Kick Off Meeting &

"Matching" Program Review

January 24, 2024: Mid-Year Pittsburgh Region Workforce Program Review

May 24, 2024: Pittsburgh Region Workforce "Signing Day"

December 2024: Class 2021-2023 Report Out at New Hires 1st Year Work Anniversary

January 22, 2025: Employer-New Hire 1st Year Anniversary Recognition Ceremony







#### Pittsburgh Workforce Pipeline Pilot Master Scorecard



Class 2022-2024

As of 07 MAR 22

AS OF OF WAIN 22								
			Employer Participa	nts				
Company (Size)	Hire Commitment/ Offers/Hires		Company (Size)		Hire Commitment/ Offers/Hires		Company (Size	Hire Commitment/ Offers/Hires
1 Holtec, Pittsburgh (Lg)	12	13	KASTO (Med)		TBD	25		
2 Ellwood City Forge	TBD	14	GE Power Conversion (Lg)		TBD	26		
3 Ellwood Quality Steels	TBD		Erie Forge & Steel (Sm)		TBD	27		
4 Ellwood National Forge	TBD	16	Schroeder Industries (Med)		TBD	28		
5 North American Forgemasters	TBD	17				29		
6 Flowline (Med)	10	18				30		
<b>7</b> Hunt Valve (Med)	5	19				31		
8 BWXT Euclid, OH (Lg)	TBD	20				32		
<b>9</b> BWXT Barberton, OH (Lg)	TBD	21				33		
<b>10</b> Holtec, Orrvilon OH (Med)	6	22				34		
11 Global SFC, Somerset (Sm)	TBD	23				35		
12 Gardner Denver Nash (Med)	TBD	24				36		
							Total Companies/Pledges/Hire	es 16/33/0
			CTE Participants					
Organization	Available Candidates		Organization	Avai	lable Candidates		Organization /	Available Candidates
1 CC of Allegheny County	TBD	11				21		
2 Pittsburgh City Schools	TBD	12				22		
3 Trumbull Career Tech Center	TBD	13				23		
4 Parkway West CTC	TBD	14				24		
5 Erie County CC	TBD	15				25		
<b>6</b> A.W. Beattie Tech	TBD	16				26		
7 Steel Center for C&TE	TBD	17				27		
8 Burrell School District	TBD	18				28		
9		19				29		
10		20				30		
							CTEs/Enrollment	8/TBD

Facilitators (9): Allegheny County, Catalyst Connection, SIBC, ACIBC, Marine Machining Association, Elwood Group, GE Power Conversion, Newport News Shipbuilding, General Dynamics Electric Boat







## Pittsburgh Region Participant Lead List



#### **Employers: New Leads**

- CP Industries
- Cameron Technologies
- Detroit Switch
- Liberty Polyglas
- Superbolt
- Techspec, Inc
- MSA

**Employers: Active Leads** 

**Employers: Cold Leads** 

None

#### **CTEs: New Leads**

- Greater Johnstown Career and Tech Center
- Mahoning Career Tech Center
- Lawrence County CTC

#### **CTEs: Active Leads**

Forbes Road CTC

#### **CTEs: Cold Leads**

None

#### **Facilitators: New Leads**

 Keystone Community Education Council

**Facilitators: Active Leads** 

#### **Facilitators: Cold Leads**

- Pittsburgh Black Elected Officials Coalition
- German American Chamber of Commerces







# Pittsburgh PA Expansion Near Term POA&M Class 2022 - 2024



Nov 21 – Feb 22: Conduct scoping analysis and Philly "Carry Over" Partner Engagement

- -- Activating Employers, CTEs, Enterprise Employers with Multiple Sites, Facilitators, NNS & EB to generate Lead List
- Jan Mar 22: 7 JAN 22: Release Announcement
  - -- Identify Potential Partners
  - -- Conduct Initial Interest Sessions
  - -- Conduct On-Site Assessments (1X PGH visits planned for Mar 15 18)
  - -- Generate invitees for Demand Signal Round Table (Goal: 20)
  - -- Customized Based Model and DRAFT Master Plan

April 7, 2022 1300 – 1600 CC of Allegheny: Conduct Demand Signal Round Table with Navy Senior Leaders (Matt/Whitney)







# Pittsburgh Pipeline Flag



# We Need Help Identifying Potential Participants (Employers & CTE Programs) in that Region









# Website

http://www.defenseindustrialworkforcepipeline.com/









# **Core Outcome Metric**

# of Employers with a reliable year over year Talent
Acquisition and Retention Pipeline to run a better business
by increasing defense industrial capacity.









# Need Help? Raise Your Hand!









# Open Discussions (Questions?)



