

2017-18 PROGRAM REPORT



HELPING TO STRENGTHEN PENNSYLVANIA'S BENCH ...

As I'm writing this letter, one of my favorite times of the year is just around the corner — the start of football season.

And for the first time in many years, the professional football season will begin with the defending world champions hailing from Pennsylvania. Which is pretty remarkable, really. Especially since it's not the Pennsylvania team you'd probably expect. And especially when you consider the fashion in which they won it all.

Like them or not, that team from Philadelphia should certainly be admired for how they won their championship — *without* many of their star players. Injuries forced many of the team's starters to watch games from the sidelines. While their backups stepped into their new roles and shined. They called it the "next man up" mentality. And it proved the value of having team depth.

For many years, you could say this was also the scenario playing out in Pennsylvania's workforce environment. As job vacancies popped up across the state, the next man or woman stepped up to fill the role. But recently, with the employment rate the lowest it's been in recent memory, there just aren't enough workers — let alone *qualified* workers — available to hire. In football terms, the state's sidelines are looking pretty thin; we've got a weak bench.

So more and more, businesses are promoting from within, moving existing employees into higher positions. But that still leaves a vacancy within the company. One just as difficult to fill.

Consequently, companies today are opting to hire individuals who are not entirely qualified for a position, but who *have the potential to be trained* to eventually perform the job.

WEDnetPA makes this training possible by providing funding that helps Pennsylvania companies offset the costs. Our training program is a much-needed, beneficial state offering, as popular with Pennsylvania employers as it is with the workers it helps to hire. As you'll see in this report, last year we helped nearly 700 companies across the state access and provide the training needed for more than 26,000 existing and new employees alike.

Yes, it's been another successful year. And we look forward to the upcoming one as well. Who knows? It may even bring an *all-Pennsylvania* championship game next February.

That would be super, indeed.

Thomas Venditti
Thomas Venditti
Statewide Director



"WEDnetPA gives you an opportunity to provide the best training to your employees. People are a company's greatest asset and a company is only as good as the people it keeps."

Jennifer Drake
Human Resources
Sound Technology, Inc.
Centre County

A SUMMARY OF 2017–2018

OVERALL TOTALS

FY 2017–18 TOTALS	Funds Invested	Employees Trained	Contracts Served*
Essential Skills	\$4,740,515	22,814	631
Advanced Technology	\$1,912,770	3,526	372
Combined	\$6,653,285	26,340	1,003

*Some companies received both Essential Skills and Advanced Technology training funds.

“Convergys is very grateful for the support we have received from the WEDnetPA program. The availability of assistance that helped offset our cost of training a new workforce during the ramp-up of our project was a consideration in the selection of PA for expansion.”

Marcia Straub

Senior Manager

Convergys Customer Management Group

Cambria County

TRAINING PROVIDER CHOICE IS COMPANY-DRIVEN

As the first choice for providing workforce instruction, private-sector companies provide the most training.

FY 2017–18 Training Options	Funds Invested
Private-Sector Trainers	77%
In-House Training	11%
WEDnetPA Partners	12%

COMPANIES OF ALL SIZES BENEFIT

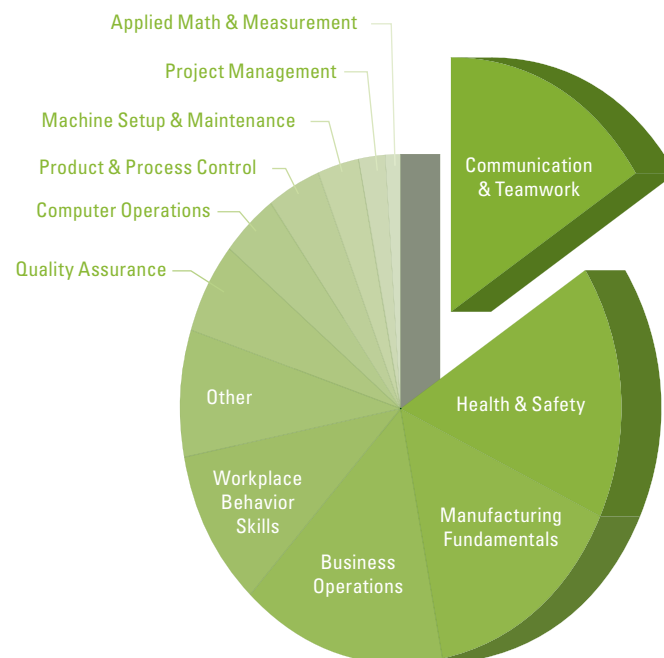
Small companies received about \$2.2 million in training funds (32 percent). Medium, large, and extra large companies received 23 percent, 24 percent, and 21 percent of the training funds respectively.

FY 2017–18 Company Size	Invested Funds	%	Employees Trained	%	Companies Served	%
Less than 100 employees	\$2,150,526	32%	6,996	27%	390	56%
101 to 250 employees	\$1,524,139	23%	6,552	25%	150	22%
251 to 500 employees	\$1,581,278	24%	7,966	30%	86	12%
More than 500 employees	\$1,397,342	21%	4,826	18%	69	10%
Total	\$6,653,285	100%	26,340	100%	695	100%

TYPES OF TRAINING DELIVERED

ESSENTIAL SKILLS

Communication & Teamwork	16%
Health & Safety	16%
Manufacturing Fundamentals	15%
Business Operations	15%
Workplace Behavior Skills	10%
Other	8%
Quality Assurance	6%
Computer Operations	4%
Product & Process Control	4%
Basic Machine Setup & Maintenance	3%
Project Management	2%
Applied Math & Measurement	1%
Total ES Categories:	100%

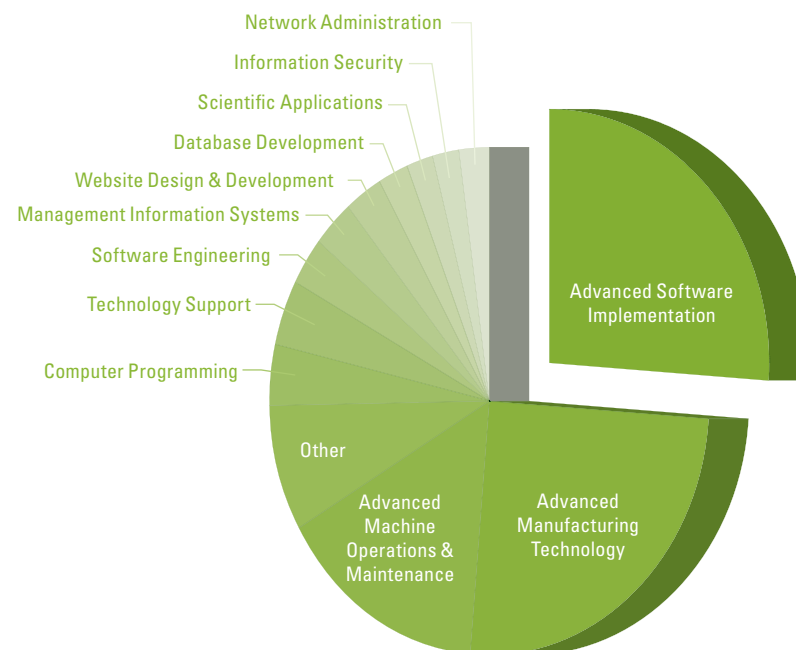


"For us as a startup business, the WEDnetPA program was a breath of fresh air. It helped push us forward in our growth."

Danielle Holt
Owner
REBDEV, LLC
Allegheny County

ADVANCED TECHNOLOGY

Advanced Software Implementation	26%
Advanced Manufacturing Technology	26%
Advanced Machine Operations & Maintenance	15%
Other	8%
Computer Programming	4%
Technology Support	4%
Software Engineering	3%
Management Information Systems	3%
Website Design & Development	3%
Database Development	2%
Scientific Applications	2%
Information Security	2%
Network Administration	2%
Total AT Categories:	100%



PENNSYLVANIA MANUFACTURERS REALIZE THE BENEFITS OF WEDNETPA'S WORKFORCE TRAINING

WEDnetPA conducted a survey of the 695 Pennsylvania companies that received WEDnetPA funds in FY 2017–18 to determine the impact of the program. Of the 372 companies that responded to the survey:

81%	Described improved product/service quality
67%	Saw an increase in employee morale
67%	Benefitted from Improved communications and/or teamwork
45%	Said their workplace was safer, with fewer accidents
34%	Noted training led to employee promotions
33%	Reported training aided in job retention (layoff avoidance)
32%	Attributed training to employee pay raises
18%	Commented that training led to new customers and/or contracts (i.e., increase in business)

“WEDnetPA has helped our company identify the training needs of our employees and develop a plan to meet those needs. Training increases employee morale and productivity. It’s great to say our products are not only ‘Made in the USA,’ but they are also ‘Proudly Made in Pennsylvania!’”

Catherine Campanaro
Manager
Bio Med Sciences, Inc.
Lehigh County

19 YEARS OF SUCCESS FOR WEDNETPA AND PENNSYLVANIA

Since its beginning in 1999, WEDnetPA has grown to become the primary delivery system for Pennsylvania’s incumbent workforce training. Each year, WEDnetPA partners continue to reach out to significant numbers of companies and employees — strengthening our workforce and businesses and, in turn, strengthening Pennsylvania’s economy.

APRIL 19, 1999 – JUNE 30, 2018

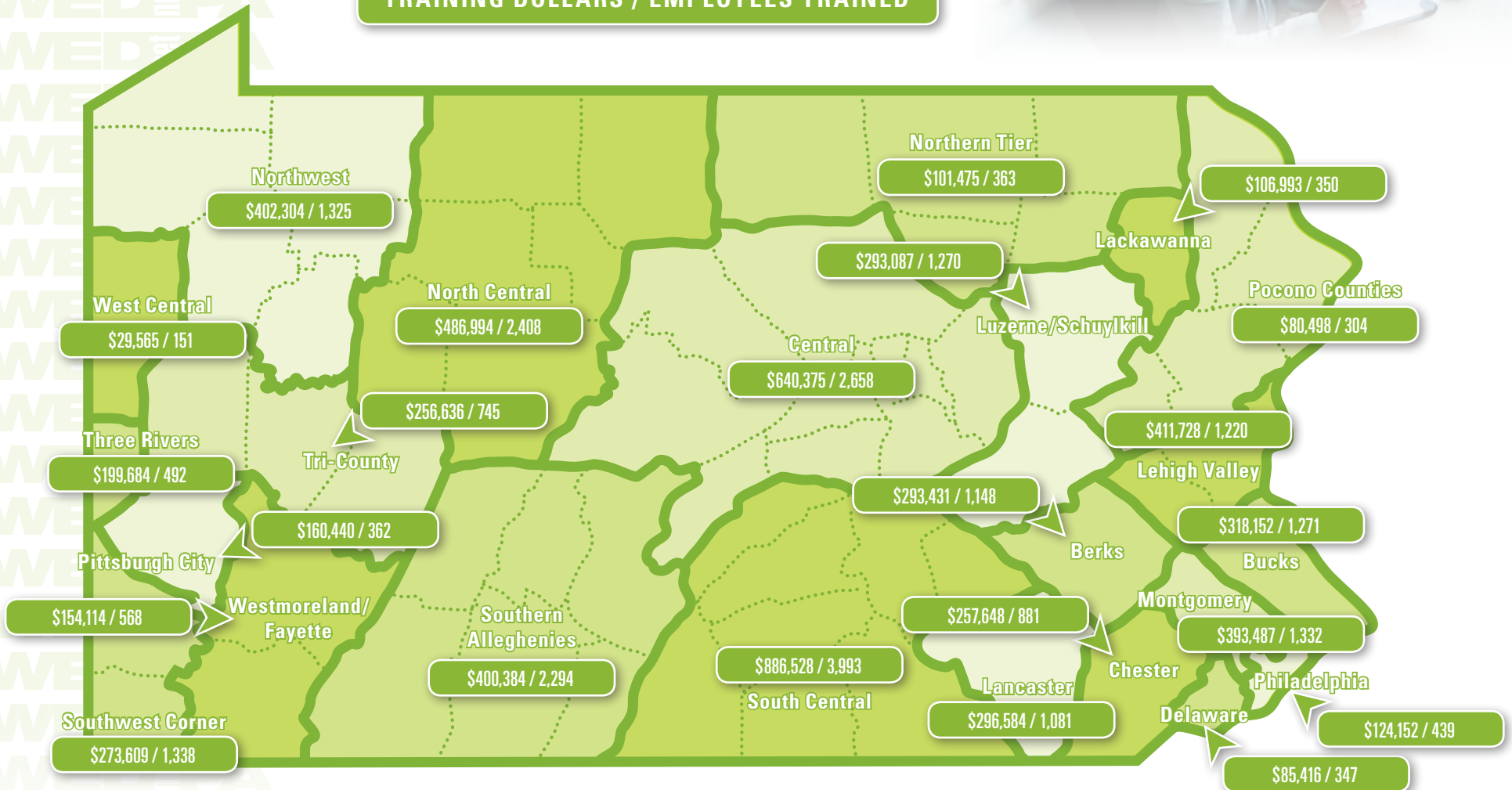
Companies Served	19,938
Workers Trained	1,208,455
Contracts Completed	32,348

FY 2017-18 TRAINING INVESTMENT

BY WORKFORCE DEVELOPMENT BOARD (WDB)

Training Dollars	\$6,653,285
Employees Trained	26,340

TRAINING DOLLARS / EMPLOYEES TRAINED



PENNSYLVANIA EMPLOYERS CAN ACCESS TRAINING ONLINE AND THROUGH ANY OF THESE PARTICIPATING WEDNETPA PARTNERS:

1. Bloomsburg University of Pennsylvania
bloomu@wednetpa.com
570-389-4004
2. Bucks County Community College
bucks@wednetpa.com
215-968-8359
3. Butler County Community College
butler@wednetpa.com
724-287-8711, ext. 8267
4. Clarion University of Pennsylvania
clarion@wednetpa.com
814-393-1273
5. Community College of Allegheny County
allegheny@wednetpa.com
412-788-7536
6. Community College of Beaver County
beaver@wednetpa.com
724-480-3451
7. Community College of Philadelphia
philadelphia@wednetpa.com
215-496-6161
8. Delaware County Community College
delaware@wednetpa.com
610-355-7146
9. East Stroudsburg University of Pennsylvania
esu@wednetpa.com
570-422-7952
10. Edinboro University of Pennsylvania
edinboro@wednetpa.com
814-732-1420
11. HACC, Central Pennsylvania's Community College
hacc@wednetpa.com
717-780-1179
12. Indiana University of Pennsylvania
indiana@wednetpa.com
724-357-2789
13. Kutztown University of Pennsylvania
kutztown@wednetpa.com
717-825-1132
14. Lehigh Carbon Community College
lehigh@wednetpa.com
570-668-6880
15. Lock Haven University of Pennsylvania
lockhaven@wednetpa.com
570-484-3131
16. Luzerne County Community College
luzerne@wednetpa.com
800-377-5222, ext. 7663
17. Montgomery County Community College
montgomery@wednetpa.com
610-718-1981
18. North Central Pennsylvania Regional Planning & Development Commission
ncentral@wednetpa.com
814-773-3162, ext. 3059
19. Northampton Community College
northampton@wednetpa.com
610-861-4588
20. Pennsylvania College of Technology
pct@wednetpa.com
570-327-4775, ext. 3104
21. Pennsylvania Highlands Community College
pennhighlands@wednetpa.com
814-262-3813
22. Reading Area Community College
reading@wednetpa.com
610-607-6208
23. Shippensburg University of Pennsylvania
shippensburg@wednetpa.com
717-477-1123, ext. 3381
24. University of Pittsburgh at Bradford
pitt@wednetpa.com
814-362-0255
25. West Chester University of Pennsylvania
wcup@wednetpa.com
610-425-7435
26. Westmoreland County Community College
westmoreland@wednetpa.com
724-925-4090

THE WEDNETPA PARTNERSHIP

WEDnetPA includes State System universities, community colleges, Pennsylvania College of Technology, North Central PA Regional Planning & Development Commission, and the University of Pittsburgh at Bradford.

Qualified companies receive funding through this alliance of 26 diverse partners throughout the Commonwealth who coordinate the resources of the entire network and serve as the points of contact for businesses accessing training funds.





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