

CEP Liaison Role Expands to Health Care Businesses

Continues Serving Manufacturing

CEP Business Liaison Ashley Cook's role has expanded this year.

She continues to connect participating manufacturing companies and local schools to introduce and prepare students for careers in manufacturing. And through a renewed agreement between the CEP and Ohio Hi-Point Career Center – which employs her to instruct the Supply Chain Management program at Urbana High School – Cook is also connecting students to career opportunities at participating health care businesses, including Mercy Health-Urbana Hospital,

Memorial Health and Champaign Residential Services, Inc.

In her role as business liaison, Cook helps coordinate student visits to employers, employer visits to classrooms and school assemblies, job fairs, internships, job shadowing opportunities, job signing events (see Page 2 for KTH job signing article), a series of Youtube videos that give students an inside look at local employers and the career opportunities they offer, and other ways to strengthen relationships between schools and employers, to help students gain the skills they need for the local workforce.

In addition, Cook is:

- Helping with the second annual Champaign County Design Challenge, in which teams of students – mentored by local engineers – put their design skills to the test. This year the teams are designing mouse-trap race cars.



Teams of students like this are preparing for the second annual Champaign County Design Challenge.

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Are Your Wages Competitive?

Wage and benefit data collected in a survey of employers from Champaign and surrounding counties is available on the home page of CEPOhio.com. The Champaign County Manufacturer's Council expressed a need for the data, to help local businesses stay competitive in retaining and attracting a qualified workforce. The CEP partnered with neighboring counties to conduct the study.



New Website Showcases County as Ideal Place to Work and Live

ChampaignWorks.com is the new place to find local jobs. And for Champaign County employers to post their openings for free.

The site, supported by the CEP, also serves as a gateway to information about Champaign County, including businesses, schools, good community news, recreational activities, tourist attractions, entertainment and dining.

"We've created ChampaignWorks.com as a way to help job seekers discover that Champaign County is a great community to live and work in, with plenty of career opportunities," CEP Director Marcia Bailey said. "ChampaignWorks is the doorway to finding a rewarding career, fun things to do and a great place to call home."

The site links to other local websites to provide visitors access to complete infor-

mation about Champaign County. And the site allows visitors to submit good news to share digitally throughout Champaign County and beyond.

The CEP partnered with several local digital businesses to create a brand and web platform that promotes community growth, Bailey said.

While job postings are free to local employers, ChampaignWorks.com offers them the option to pay for targeted job marketing campaigns to attract new employees. To learn more, contact Staci Wisma, ChampaignWorks.com manager, at staci@berrydigitalsolutions.com.

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At Sarica Manufacturing following the recent Foreign Military Finance Seminar in Dayton are, from left, Rick Carne, Dayton Region Israel Trade Alliance consultant; CEP Director Marcia Bailey; Gwen Eberly, Economic Development Planning Manager of Montgomery County; Hadas Bar-Or, Economic Development Representative to Israel; Pam Sullivan, Sarica; Steve Schneider, Sarica Manufacturing owner; and Dan Wienfeld and Boris Manevich of the Israel Ministry of Defense.

Sarica Shares Global Trade Expertise

Steve Schneider, owner of Sarica Manufacturing Company of Urbana, recently shared with other business leaders his company's experience and expertise in doing business with Israeli companies through the Israel Ministry of Defense (IMOD). He spoke at the Foreign Military Finance Seminar hosted by the Dayton Region Israel Trade Alliance. Following the seminar the IMOD delegates toured Sarica in Urbana.

Schneider introduced the business leaders to the process of developing business relationships through IMOD. The program covered the Israeli military's needs for products and services and provided businesses the opportunity to present their products in one-on-one meetings with IMOD delegates.

Kyle Hall, President of The Hall Company, met with IMOD delegates to introduce them to his company's products and how they could meet the needs of Israeli defense contractors.

"This is just one of many examples of how Champaign County manufacturers are reaching global markets, helping grow the Champaign County economy and expanding employment opportunities for local residents," CEP Director Marcia Bailey said.

She added that the *Urbana Daily Citizen* is publishing a series of articles about how local manufacturers, like the Hall Company and Sarica, are making products for national and international markets.



New Hotel to be Completed in Spring 2020

The Cobblestone Hotel, quickly taking shape at the intersection of 68 and 55 on the south end of Urbana, is expected to be completely framed by Thanksgiving and ready for guests in May 2020. The three-story, 54-room hotel will include an indoor pool, conference center for up to 50 people and a breakfast bar. Supported by local investors, the hotel will boost the local economy, allowing more business guests and other visitors to stay overnight in Urbana rather than surrounding cities.

JOBS Team Visits Warehouse Operation

The CEP JOBS (Jobs, Opportunities, Buildings and Space) Team recently visited Shippers Automotive Group, which provides warehousing for Navistar.

The JOBS team visits local employers to learn their needs for continued success and growth in Champaign County.

Shippers operates in a new 355,000-square-foot building in the Urbana Industrial Park at 1155 Phoenix Dr., Urbana, employing 200 in three shifts.

"We learned in our visit that recruiting and retaining workforce is one of their primary challenges, as it is for many employers," CEP Director Marcia Bailey said.

They also anticipate a future need for expansion. The team met with Chris Watkins and Matt Strayer.



Joining her on the JOBS Team were Ashley Cook, CEP Business Liaison; Shana Loveless, Administrative Director of Urbana University; Tracey Kohl, Program Manager of Workforce and Business Solutions at Clark State Community College; Champaign County Commissioner and CEP board member Steve Hess; and Urbana Director of Administration Kerry Brugger.

To help in recruitment efforts, the company is interested in providing internships, student workshops and student tours, which Cook, as Business Liaison, can help arrange in partnership with local schools.

"By learning businesses' needs we can pull from our many partners and resources to connect them with the help they need to reach their goals," Bailey said.

Businesses can contact the CEP at 937-653-7200 or info@cepohio.com to arrange a JOBS Team visit.

Logan County Joins CEP in Monitor Project

Logan County officials were impressed by the 11 TV monitors the CEP and supporters placed last year around Champaign County to broadcast news about economic and workforce development, career training and job openings.

Now they're placing similar monitors in Logan County schools. And through an agreement with the CEP, they're sharing the cost of maintaining the monitor the CEP placed at Ohio Hi-Point Career Center, to provide Ohio Hi-Point students, staff and visitors news from Champaign and Logan counties.

"I know the CEP has had a lot of success with the Champaign County monitors," Ben Vollrath, President/CEO of the Logan County Chamber of Commerce, said.

In Logan County, monitors are being placed at Bellefontaine High School, Ben Logan High School, Indian Lake High School and Riverside High School.

"There's still a perception that working locally in Champaign County or Logan County is a Plan B – not the primary goal," Vollrath says. "But we want people to see there are incredible

careers that are top-notch, provide a very good living, with exciting work, right here in the community."

The monitors, he said, will complement other efforts by Logan County businesses and schools to inform students and prepare them for these opportunities.

The CEP and its partners also use monitors as part of a comprehensive plan to help students enter the local workforce (see article at right and business liaison article on Page 1). In Champaign County, monitors are placed at each of the five Champaign County high schools; in the downtowns of Mechanicsburg, North Lewisburg and St. Paris; Urbana University; Ohio Hi-Point; and in the window of the CEP office, at 3 Monument Square, Urbana.

For the Champaign County monitors and continuing media service, the CEP has received financial support from several partners, including Urbana University, Ohio Hi-Point, DP&L, FASTLANE, Darby and Urbana Dental Smiles, and Weidmann Electrical Technology, Inc.

Berry Digital Solutions helps manage the monitors in Champaign and Logan counties.

Get Ready for 10-Digit Local Call Dialing

Champaign and other counties in the 937 area code are getting a new "overlay" area code – 326 – to help meet future demand for new, unique phone numbers.

This means the way you dial local phone calls will be changing. Beginning Feb. 8, 2020, you'll be required to dial 10 digits (with the area code). Long distance calls will continue to require 11 digits (with '1' before the area code).

Also, alarm and home secu-

rity equipment will need to be reprogrammed before Feb. 8, 2020, to correctly call in alarms when the change goes into effect.

CT Comm also notes that with this change, your current phone, including the area code, will remain the same. March 8, 2020, is the earliest that new numbers will be activated using the new 326 area code.

For more information, contact CT Comm Customer Service at 937-653-4000, option zero.



From left at the KTH job signing: Ashley Cook, CEP Business Liaison; Steve Braun, Senior Staff Engineer in ESG-Weld at KTH; interns Dylan Bernardi and William Boggs; Todd Dyke, Manager of the ESG-Weld group at KTH; Brittany Runnels of the KTH Associate Relations staff; and Sarah Perkins, Adecco.

Interns Sign On at KTH

This summer two 2019 Triad High School graduates signed internship agreements at KTH Parts Industries, Inc. in a ceremony coordinated by the CEP, KTH and the Adecco staffing agency.

It's the most recent of a series of job and internship signing ceremonies planned by the CEP at Champaign County employers, including ORBIS, Bundy Baking Solutions and Rittal. The ceremonies are part of an ongoing effort to inform students about local employment opportunities and to help schools prepare students for the local workforce.

Dylan Bernardi and William Boggs completed Ohio Hi-Point Career Center's Advanced Manufacturing Program at Triad and are interning in KTH's Equipment Support Group (ESG). They credit

their Advanced Manufacturing instructor, Todd Bodey, for alerting them to the internships.

They are employed by Adecco, with the possibility of working full time for KTH after their internships.

Bernardi and Boggs are the first interns that KTH has assigned to the ESG team, which maintains KTH's 1,100 robots and troubleshoots mechanical and electrical issues. The company has had engineering interns for several years, Brittany Runnels, of KTH Associate Relations, said.

"I'm not sure where this will take me," Boggs said, "but the robotics will be very interesting. I'm looking forward to working with everyone here." And Bernardi looks forward to the opportunity to hone his troubleshooting skills.



Chris Harriman, Tri-Rivers Career Center instructor, introduces students to computer-aided design and machining at the Champaign Family YMCA Inventors Camp in the Marion Technical College Mobile Classroom, which is sponsored by manufacturers, including Bundy Baking Solutions, KTH and Rittal. Local manufacturing representatives helped lead other sessions.

CEP Partnership Investors

The Champaign Economic Partnership is a partnership of business and local government, advancing economic growth and job creation in Champaign County.

A total of 20 private partners support the CEP's mission through investments. You can see the complete list under the About tab on the CEPOhio.com website. New private CEP investors include:

Navistar – Patron Level
Rittal – Advocate Level
Urbana Cobblestone Hotel & Suites, LLC – Advocate Level

New health care investors who support the CEP Business Liaison include:

Mercy Health-Urbana Hospital
Memorial Health
Champaign Residential Services, Inc.

To learn how to become a CEP investor, visit cepohio.com/partnership-investors.html or call the CEP at 937-653-7200.

Business Liaison Role Expands

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The winning team from each school will meet Nov. 1 at Urbana University for the final Design Challenge competition.

- Arranging for employers to sponsor high school sporting events
- Partnering with others in planning a large career fair to be held at Urbana University

As a class assignment, Cook's Supply Chain Management students updated the Champaign County Manufacturers Council brochure, which features local manufacturing companies. As part of their assignment, the students researched the supply chain management operations of the manufacturers, as well as the products that are made in Champaign County.

Cook's position as business liaison is funded by DP&L, FASTLANE, Clark State Community College and participating manufacturing and health care employers.



A panel at the Talent Recruitment, Retention and Engagement Workshop included, from left, Ashley Cook, CEP Business Liaison, Amy Stacy of Career ConnectEd, Dillon Charney of OhioMeansJobs Clark County and Kerry Pedraza of United Way of Clark, Champaign and Madison Counties.

Workshop Advises Local Employers on Recruiting, Retaining Workforce

More than 140 representatives of Champaign and Clark county businesses learned best practices in attracting and retaining employees at a workshop in September at the Simon Kenton Inn.

The Talent Recruitment, Retention and Engagement Workshop – a part of the Dayton Region Talent Forum Series – was presented by the CEP, Chamber of Greater Springfield, OhioMeansJobs Champaign County, Springfield Human Resources Management Association and regional organizations such as the Dayton Development Coalition.

Champaign County was represented on the workshop panels by Janet Ruhe and Zack Zizzo of Orbis, CEP board member Jill O'Neal of Weidmann Electrical Technology, CEP Business Liaison Ashley Cook, and Shana Loveless of Urbana University.

The workshop included a presentation about a University of

Cincinnati study on the "cliff effect," which impacts households that lose public assistance eligibility when a job raises family income above Federal Poverty Guidelines. In some cases, the increase in a family's income from employment is less than the value of lost or reduced benefits, which may discourage individuals from progressing in their jobs and rising out of poverty.

Following are a few comments from workshop attendees:

- *"It is helpful to know why there is a labor shortage and how we all are working to change this for the future."*

- *"I think a lot of people walked away with a better understanding of the cliff effect and the disincentives to work."*

- *"I loved hearing the young man speak who had been visited in high school and continued through the process. He spoke very positively and reminds us that we should be reaching out to the schools in the area to give back."* This comment referred to Zack Zizzo, a Triad High School graduate and engineering intern at Orbis, which is paying for his studies in Clark State Community College's bachelor's degree program in manufacturing technical management.

Contact Us

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