

EDUCATIONAL RESOURCE DIRECTORY

The Go To Guide for Training New Jersey Manufacturer's Employees





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New Jersey Manufacturing Extension Program (NJMEP) serves as trusted business advisors and technical experts to New Jersey manufacturing companies. NJMEP has helped thousands of manufacturers improve operations, increase profits, create or maintain jobs, and establish a foundation for long-term business growth and productivity. Since Year 2000, NJMEP has worked with thousands of manufacturers leading to more than \$2.8 billion in increased/retained sales, \$390 million in process improvement savings, \$672 million in capital investments and helped create and retain more than 33,632 jobs. NJMEP has helped manufacturers realize more than \$3.8 billion in value.

Introduction

If you want to find a new car, a new restaurant, or new technology for your office, there are resources you can count on to help make the job easier. Until now, New Jersey has not had a single source at its disposal to provide locations in assisting manufacturers to train their employees. However, State, county and even local governments have their own resources (as do private entities), and NJMEP seeks to fill the need for New Jersey Manufacturers with this Guide.

How To Use The Eductaional Resource Directory

NJMEP has done the research and contacted key training resources in New Jersey to determine primary contacts. For example, if you are looking to train high school graduates we suggest starting with the "County College" section, (many of their related offerings are included in the "County College Degree and Certificate Sections") In other instances, if you are seeking basic skills training you can look in the "Vo-Tech" section, or if a specific or unique background is required you can go directly to the "WDB" (Work Force Development Board / One Stop Center).

We understand that some training needs are more complicated as they involve employees from multiple sites or counties, or custom programs may be required for a large group. NJMEP Is here to help. Please contact our Talent Network team: Constantina Meis, cmeis@njmep.org or Michael Marchetti, mmarchetti@njmep.org for any further assistance.

Updates / Corrections / Comments

Please send updates, correction or any comments to: resourcedirectory@njmep.org



The Go To Guide for Training New Jersey Manufacturer's Employees

I. NJMEP RESOURCES

NJMEP has a proven record of helping your company to increase its efficiency, productivity and revenue. Best practices, civic engagement, networking with colleagues and vendors, group workshops and customized consulting and training are available. Hundreds of manufacturers like yours have experienced measurable improvements to help them grow and prosper though their affiliation with NJMEP.

NJMEP Key Services	4
Apprenticeships	
Workshops and Training (Complimentary and Open Enrollment)	
Events and Engagement	
Manufacturing Day	9
State of the State of Manufacturing	
Capital Hill Day	9
Facility Tours	
•	

II. COUNTY CONTACTS / OFFERINGS, OTHER RESOURCES

Resources convenient to your business and your employees offer the training you need to upgrade your skills. NJMEP can help you to work with these institutions to customize a program and / or work to train at multiple locations, or to send workers from multiple locations to one convenient facility.

County Colleges	10
Vocational - Technical Schools	13
Trade Schools	17
WFD Boards	17
Affiliated Associations	18
4 Year Colleges	15

III. STATE RESOURCES

There are multiple state offerings that can help you train employees, overcome cumbersome federal, state or local regulations or provide grants or incentives to help you train, hire and / or expand. Contact the following entities, or from NJMEP, Constantina Meis, cmeis@njmep.org / Michael Marchetti, mmarchetti@njmep.org

OOL Offerings - Grants/Apprenticeships/Industry Partnerships	19
NJBAC - Training Support	19
BPU / Energy Efficiency	20
NJEDA	20
NIST-MEP Policy Team	21
How To Identify / Contact Your Legislator	22
_egislative Manufacturing Caucus	27

NJMEP, 2 Ridgedale Ave #305, Cedar Knolls, NJ 07927 · T: 973-998-9801 · www.njmep.org

NJMEP RESOURCES

NJMEP Key Services

OPERATIONAL EXCELLENCE

Manufacturers need to continuously improve their processes and systems in order to produce high quality products and parts efficiently and profitably. Achieving operational excellence helps manufacturers increase customer satisfaction while saving time and money.

https://www.njmep.org/services/operational-excellence/

INNOVATION & GROWTH

The difference between surviving and thriving is the prioritization of innovation and growth. Manufacturers must embrace these concepts to try new business models, enhance or create products and parts, and pursue new strategies.

https://www.njmep.org/services/innovation-and-growth/

WORKFORCE DEVELOPMENT

Manufacturing's rapid evolution due to technological advancements, customer needs, and changing demographics has heightened the demand for a skilled and developed workforce. The future success of your organization is heavily reliant on the continuous improvement of your team.

https://www.njmep.org/services/workforce-development/

COMPLEMENTARY ASSESSMENTS BY NJMEP

NJMEP is often asked to come in and solve a specific problem - like fulfilling orders faster or eliminating excess inventory. Our process begins with a comprehensive business assessment, during which we work with owners, executives, managers and operators to assess company needs in all areas. The assessment delivers a road map to improve competitiveness, performance, and your bottom line.

We evaluate key opportunities, isolate obstacles to growth, and make recommendations on how to improve your business. We will design and implement a 3-year consulting/training plan that yields lower costs, higher production, and increased product quality to meet your customer demands quickly, staying focused on doing the things that add value.

https://www.njmep.org/contact-us/request-a-complimentaryassessment/

WORKSHOPS & EVENTS

As the world changes, we need both the proper education and interaction with our peers to enable our personal and professional skills to advance in a dynamic industry environment.

https://www.njmep.org/workshops-and-events/

COMPLIANCE

New regulatuons and laws such as FSMA, FDA Regulations,

https://www.njmep.org/workshops-and-events/



Apprenticeships

The Apprenticeship Program – NJ's New Career Pathway... Where Education and Workforce Development Converge

Apprenticeships offer many NJ workers the opportunity to receive an "earn-while-you-learn" education. Relevant professional credentials support job performance and open the door to sustainable income.

Pre-apprenticeship programs on the High School level can progress to become applicants for full-time, paid apprenticeship positions with NJ employers. After graduating, participants have the chance to specialize and advance in their profession. They may take advantage of the many programs offered in NJ, listed in the Pro-Action Network overview offered by NJMEP.

Technical Sales Apprenticeship

1 Year, 2,000 hours

Sales excellence is as crucial to the manufacturing industry as skilled production workers are to their workshop. Participants experience more than 1,800 hours of On-the-Job-Learning (OJL) and 200 blended learning hours.

Employers develop sales staff from scratch with a focus on their fundamental technical understanding and their ability to persuade. This particular skill set will create sustainable jobs for future sales staff while securing business for the NJ manufacturer.

Manufacturing Production Technician Apprenticeship

1.5 Years, 3,000 hours

NJ's manufacturers face a particular growth challenge. In order to take production, output and sales to the next level, they need qualified, skilled staff.

NJMEP's Manufacturing Production Technician Apprenticeship Program includes 2,700 OJL hours and 300 hours of Related Technical Instruction (RTI). Additionally, these apprentices earn certifications from the Manufacturing Skill Standards Council (MSSC). These credentials focus on the core skills and knowledge needed for the manufacturing industry. Graduates from this program have a greater chance of employment in several manufacturing industries in NJ.

Certified Logistics Technician Apprenticeship

1.5 Years, 2,000 hours

The common ground for manufacturing companies' and the Transportation, Logistics & Distribution industry is supply chain.

This one-year Logistics Technician apprenticeship program focuses on the most relevant knowledge regarding safe material handling and equipment operation, lean production and supply chain. In 1,800 hours of On-the-Job-Learning (OJL) and 200 blended learning hours, participants will have the opportunity to demonstrate mastery of the core competencies of material handling and receive two industry-valued credentials from MSSC.

Workshops and Training (Complimentary and Open Enrollment)

OPERATIONAL EXCELLENCE

Cyber Security: Secure The Manufacturing Product Line

COMPLIMENTARY WORKSHOP

Today's expanding cyber threats necessitate action. Join us for an introductory 2-hour workshop and get a taste of what an effective technology plan can do to keep the factory running. Leave with an understanding of the landscape; keep hackers out with some simple steps. You can take action proactively on with the knowledge you obtain.

Helping Your Organization Make the Most of 2018 Webinar

COMPLIMENTARY WORKSHOP

Your new year has begun – are you already behind? Every day we are faced with challenges and opportunities organizations must plan for both. Your organization is not defined by any one situation; it is defined by how well you and your people are prepared and respond.

Optimize Inventory Management COMPLIMENTARY WORKSHOP

Take cash-flow and processes to the next level with a targeted inventory management approach! As demand shifts in a constantly changing economy, it's important to effectively manage one of the highest asset values on your books - inventory. In this workshop we'll discuss basic concepts of inventory.

Principles of Lean Manufacturing With Live Simulation

OPEN ENROLLMENT

Implementing lean principles are extremely beneficial for manufacturing companies. The elimination of waste (muda), continuous improvement (kaizen) as well as pull-systems (kanban) will be illustrated in live demonstrations for practical, comprehensible knowledge of Lean Manufacturing.

WORKFORCE DEVELOPMENT

How To Be Successful In A (New) Leadership Role In 8 Steps

OPEN ENROLLMENT

Focusing on people in supervisory roles and those who are going to be in such positions soon. The NJMEP supervisory training equips participants to manage, supervise and lead staff and tasks. The 6 step approach portions new knowledge and skills. The structure makes it easy to follow, one logical step after the next one.

Spanish For Managers And Supervisors OPEN ENROLLMENT

This relaxed informal workshop provides a quick assist to the communication challenges of supervising workers whose first language is Spanish. A non-Spanish speaker can quickly and logically learn techniques of communicating essential information and instructions in Spanish. It's all about Understanding and Being Understood.

The 3 Big 'Effectives' In Negotiation Skills OPEN ENROLLMENT

Negotiations are the art of influencing results positively. Sales, contract conditions, on-boarding talent or terms of all kind many things are negotiable. Is there a way to become a better negotiator? This introductory 2-hour workshop gives you a taste of what effective negotiator do to influence the outcome.

Attracting And Keeping Employees: The Strategic Value Of Employee Benefits COMPLIMENTARY WORKSHOP

Attracting and retaining a talented, committed workforce is crucial for employers. Employees' attitudes toward their health and retirement benefits directly correlate with their employment choic-es, as well as with their levels of commitment and engagement. Employers that target their benefit package to attract and keep valuable employees gain a valuable competitive advantage.

5 Important Features 401(k) Plans Must Have to Help Attract And Retain Employees

OPEN ENROLLMENT

401(k) Plan management has gotten very complicated and plan sponsors now more than ever need to ensure they are properly carrying out their governance and fiduciary responsibilities. This session covers 5 important features plan sponsors must have within their 401k plan to help attract and retain employees and how with these features a Plan Sponsor can further protect their fiduciary responsibilities.

Addiction in the Workplace

COMPLIMENTARY WORKSHOP

Addiction is extremely costly to companies and organizations, regardless of size, industry, or location. Employees who misuse substances have healthcare costs three (3) times that

of an aver-age employee. It makes little difference whether it is an employee or a family member suffering from addiction, as employers pay for substance use disorder.

Industrial Hydraulics – Hands-On Training OPEN ENROLLMENT

This hydraulic training course aims to familiarize participants with the design, construction and operation of hydraulic components; this includes the interpretation of circuit diagrams and symbols as well as pressure regulation and position of hydraulic drives. For this class we are using industry relevant training equipment for hands-on, practical exercises and knowledge transfer.

Programmable Logic Controllers (PLC) Fundamentals Training

OPEN ENROLLMENT

This course will cover the basic operations of Programmable Logic Controllers. The participants will utilize a PLC in connection with pneumatic components.

Programmable Logic Controllers (PLC) Advanced Training

OPEN ENROLLMENT

This course will cover the advanced operations of Programmable Logic Controllers. The participants will utilize a PLC in connection with pneumatic components to test and troubleshoot PLC's.

Certified Production Technician (CPT) – Modules 1, 2, 3 and 4

OPEN ENROLLMENT

Through a partnership with NJMEP and the Manufacturing Skill Standards Council (MSSC), both entry level and incumbent workers have the ability to be certified as a Certified Production Technician (CPT) or Certified Logistics Technician (CLT) through the completion of approved coursework and training. Participants who complete the certifications will be educated in manufacturing processes and production, safety, quality, and maintenance among other important subject areas.

Quality Management Systems and ISO Certifications

OPEN ENROLLMENT

A quality management system (QMS) is critical to attracting and retaining customers. A QMS signifies that an organization adheres to international industry standards. ISO is designed to maintain optimum product and service levels and, in so doing, ensure cost effectiveness and customer satisfaction throughout all phases of manufacturing and distribution.

INNOVATION & GROWTH

Capturing the R&D Tax Credit: How The R&D Tax Credit Benefits Businesses Of All Shapes And Sizes

COMPLIMENTARY WORKSHOP

The R&D Tax Credit is available for companies engaged the development of new or improved products and processes. First enacted in 1981, the R&D Credit is now permanent and expanded with new provisions that enable more companies to monetize the credit.

Destination Innovation

OPEN ENROLLMENT

Destination Innovation is a robust, step-by-step process for creating and delivering customer-targeted product, marketing, and business-model solutions and has been taught to, and utilized by, more than 200 manufacturers in New Jersey alone.

Dynamic Strategic Planning

OPEN ENROLLMENT

Classic business planning is outdated and overlooks the volatility of today's market which can lead to many missed opportunities or leave companies blindsided by new developments. In a fast-paced world with constant changes, a flexible approach to the planning process is needed. The answer: Dynamic Strategy Planning.

Executive Seminar: Business Growth SuiteOPEN ENROLLMENT

Are sales sluggish? Is competition for your legacy products heating up? Are your margins eroding and you don't have an answer on how to stop the slide? Is your sales staff unmotivated and underachieving? NJMEP is hosting an Executive Seminar to teach some of the fundamental skills and strategies from its popular Business Growth Suite program.

Predictive Insights - Looking For Clues In Advance Of A Crisis Webinar

COMPLIMENTARY WORKSHOP

In this webinar, we will discuss how you can work toward eliminating crisis surprise, disaster denial and self-deception by using technology and analysis to identify potential issues before they evolve into a crisis.

Preparing for Change: The Impact of the Tax Cuts and Jobs Act 120 Days Later

COMPLIMENTARY WORKSHOP

As we move through 2018, we find ourselves in the midst of some of the most significant tax law changes in decades. The changes within the Tax Cuts and Jobs Act will impact people throughout New Jersey, and the country, and will change the way both businesses and individuals plan for 2018 and beyond.

Retain, Recruit, Reinvent: Three Steps to Keep Today's and Attract Tomorrow's Talent OPEN ENROLLMENT

As we move through 2018, we find ourselves in the midst of some of the most significant tax law changes in decades. The changes within the Tax Cuts and Jobs Act will impact people throughout New Jersey, and the country, and will change the way both businesses and individuals plan for 2018 and beyond.

Six Sigma – Green Belt - 6 Day Certification Training OPEN ENROLLMENT

Six Sigma is a universally-recognized standard of excellence for continuous process improvement. This course will prepare you for Green Belt certification – an accomplishment that will add value to your company and your career.

FOOD MANUFACTURING

Good Manufacturing Practices (GMP) Requirements & Readiness

OPEN ENROLLMENT

NJMEP is hosting a GMP Requirements and Readiness Training Course, teaching some of the fundamental skills and strategies to ensure compliance with new FSMA regulations from its popular Business Growth Suite program.

Food Allergens

OPEN ENROLLMENT

NJMEP is hosting a Food Allergens Training Course to teach some of the fundamental skills and strategies to identify food allergens in your facility to produce safe products. This course will elaborate on the major food allergens and how they affect Good Manufacturing Practices (GMPs) and Food Safety Principles for food manufacturers and suppliers.

Food Defense

OPEN ENROLLMENT

The purpose of the food defense plan is to prevent food products from being adulterated by any source, inside or outside the company. Such acts intended to cause widespread harm to public health, including but not limited to acts of terrorism intending to target food supply, could cause illness, death and economic turmoil to the food supply.

Food Recall

OPEN ENROLLMENT

In this course you will learn about the types of products that are regulated by the FDA under FSMA and the process of creating a food recall plan to ensure effective market withdrawals and to reduce / eliminate product incidences occurring with food manufacturers and suppliers. You will learn to assess the impact of food recalls on a company's reputation and brand trust with the consumer.

HACCP (Hazard Analysis And Critical Control Points)

OPEN ENROLLMENT

Participants will learn about the background of HACCP as a food safety system and how it can be practically applied. The course covers the 5 preliminary steps and 7 HACCP principles are required by the codex alimentarius. This is hands-on training which will guide you through the steps to develop and implement a science based HACCP Program for your facility.

Internal Auditing For Food Safety Management Systems

OPEN ENROLLMENT

Internal auditing is one of the main requirements for a food safety management system (FSMS) and the most effective way to evaluate its effectiveness. Once a food safety management system is in place and implemented, the only way to verify that all requirements of the system are being implemented correctly is through an internal auditing program.

Corrective Action And Root Cause Analysis OPEN ENROLLMENT

In the first part of the training class, participants will lean the common methodologies of root cause analysis and how to apply them during case studies and practical exercises. The second part of the training class will focus on the implementation of an effective corrective action process including methodologies and evaluation of effectiveness.

Preventative Controls For Human Foods OPEN ENROLLMENT

NJMEP is hosting a Preventive Controls for Human Foods – PCQI course to teach you the fundamental skills of how to create a food safety plan for your facility. The course will go in-depth with the requirements Hazard Analysis and Risk-Based Preventive Controls based food safety plan training.

Foreign Supplier Verification OPEN ENROLLMENT

This course will provide the knowledge to implement the requirements of the Foreign Supplier Verification Program for importers of food for humans and animals.

SQF Practitioner

OPEN ENROLLMENT

The SQF Practitioner training covers the requirements of the SQF Code and the food quality and safety plans. You will learn how to implement, maintain and audit the SQF system. At the end of the the training, you will have the understanding of the SQF program and be ready to take the certification test to be designated as an SQF Practitioner.

Events and Engagement

Manufacturing Day

NJMEP celebrates New Jersey manufacturers who develop and manufacture products and unlock new technologies that grow our economy. They create jobs through entrepreneurship, and their competitiveness revitalizes American manufacturing. National Manufacturing Day aims to empower manufacturers, change public perception about the industry, highlight its economic impacts, and introduce more people to available career.

State of the State

This event brings together manufacturing and STEM Firm executives, and NJ elected officials to network and discuss opportunities and challenges within the industry. You will have the opportunity to listen to industry experts discuss best business.

Capital Hill Day

MEP is a catalyst for strengthening American manufacturing – accelerating its ongoing transformation into a more efficient and powerful engine of innovation driving economic growth and job creation. NJMEP is one of over 50 MEP Centers across the U.S. and Puerto Rico. Hill Day consists of meetings with each of the New Jersey congressional delegates in the House and Senate office buildings to discuss manufacturing and the important role that NJMEP and the MEP National Network play in assisting small to mid-sized U.S. manufacturers.

Facility Tours

NJMEP has a long history of working with manufacturers to set up visits by legislators, students and scouts. These visits are key to raising the awareness of the power of manufacturing as both an economic driver in the State and as a viable career path. The importance of manufacturing in New Jersey is often overlooked. Hosting a visit can change that. Give us a call... we'll work with you to set up a visit.

CONTACTS / OFFEF OTHER RESOURCES

County Colleges

Atlantic County

Atlantic County Community College Scott Griffin, Program Coord. (609) 343-5651 sgriffin@atlantic.edu

Certificate

Baking Pastry Baking and Pastry **Business Administration Business Paraprofessional Management**

Business Administration Computer Applications Computer Programming Computer System Support Engineering

Bergen County

Bergen Community College Barbara Beucler, Program Supervisor (201) 689-7628 bbeucler@Bergen.Edu

Certificate

Accounting **Computer Training** Six Sigma Greenbelt

Degree

Business Administration Business Administration Marketing Business Management Integrated Marketing Project Management

Burlington County

Rowan College at Burlington County Leah Arter, Director of Business Engagement (856) 222-9311x2545 larter@rcbc.edu

Rowan College at Burlington County Linda Bobo, Director (856) 222-9311x2545 lbobo@rcbc.edu

Cooking and Baking Small Business

Degree

Construction Management Electrical Engineering Technology Retail Management Technology

Camden County

Camden County College Carol McCormick, Director (856) 374-4908 cmccormick@camdencc.edu

Certificate

CADD

Computer Aided Mechanical Drafting and Design Computer Graphics Computer Science Engineering Technology Engineering Science Management Business Technology - Manufacturing

Degree

Accounting Biotechnology **Business Administration** CADD Computer Aided Mechanical Drafting and Design Computer Graphics Computer Information Systems Computer Integrated Manufacturing **Engineering Technology** Computer Science Engineering Technology Engineering Science Management Management Business Marketina Microsoft Office Photonics: Laser / Electro-Optic Technology Photonics: Principles of Laser/ Electro-Optics

Technical Studies Web Design and Development

Cumberland County

Cumberland County College Dr. Terrence Hardee, Executive Director of Workforce 856-776-2370 thardee@cccnj.edu

Certificate

CAD/ Drafting Construction Supervision Engineering Technology/CAD/ Industrial Mechanics Engineering Technology, Electronic Technology **Engineering Technology** Entrepreneurship/ Small Business Leadership Retailing and Retail Operations

Nuclear Energy Technology

Essex County

Essex County Community College Behr Maurenn, Director (973) 877-3300 behr@Essex.Edu

Certificate

Business Development Software Development and Programming

Degree

Applied Computer Science **Electronic Engineering Technology** Manufacturing Engineering Technology

Gloucester County (Rowan)

Rowan College at Gloucester County Magid Allen, Director (856) 468-5000 ext. 5503 amagid@rcgc.edu

Certificate

Engineering Technologies Civil Engineering Technologies

For additional help contact our Talent Network team: Constantina Meis, cmeis@njmep.org, Michael Marchetti, mmarchetti@njmep.org or info@njmep.org

Professional Studies Office Systems

Technology Administrative Assistant



Drafting & Design Management Technology Help Desk Support

Degree

Automotive Technology (Ford ASSET Program) Business Administration Engineering Science Process Technology Technical Studies Technical Studies - Business Track

Hudson County

Hudson County Community College Mirasol Catherina, Director (201) 360-4241 cmirasol@hccc.edu

Degree

Business Administration
Computer Technology
Electronics Engineering Technology
Hospitality Management
(Entrepreneurship)
Management
Technical Studies

Hunterdon County (Raritan)

Raritan Valley Community College Joanie Cofffaro, Director (908) 526-1200 x8639 joananne.coffaro@raritanval.edu

Certificate

Advanced Manufacturing
Automotive Technology
Commercial Energy Management
Technology
Computer Programming
Computer Support
Web Developer

Degree

Business Management-Overview of Options
Commercial Energy Management
Technology
Computer Programming
Electric Utility Technology
Financial Services Option in Business
Management
General Business Option in Business
Management
Information Science & Technology
Marketing Option in Business Management
Technical Studies
Web Developer

Mercer County

Mercer County Community College Leah Pontoni, Dean (609) 570-3656

pontanil@mccc.edu

Certificate

Advanced Manufacturing Technology Business Communication Database Administration Digital Medial Arts Electronics Engineering Technology Engineering Science Microcomputer Applications Network Engineering Technology Professional Baking Project Management Professional Small Business Management

Degree

Web Design

Accounting Advance Manufacturing Advanced Manufacturing Technology Business Administration Chemistry Computer Information Systems Computer Networking and Technology Computer Science Database Administration Digital Medial Arts Electrical Engineering Technology Engineering Science Mathematics Microcomputer Applications Network Engineering Technology **Physics Technical Studies**

Middlesex County

Middlesex County College Roseann Bucciaelli, Dean, Continuing Education (732) 906-4681 rbucciarelli@middlesexcc.edu

Certificate

Automotive Technology Computer Aided Drafting Electrical Engineering Technology

Degree

Electrical Engineering Technology Management Mechanical Engineering Technology Small Business Management

Monmouth County (Brookdale)

Brookdale Community College Joan Scocco, Director of Operations (732) 224-2349
jscocco@brookdalecc.edu

Certificate

Academic Credit Certificate of Achievement Automotive, Brakes, Steering, Suspension and Alignment

Advanced Automotive Technician

and Alignment
Specialist Academic Credit Certificate
of Achievement

Automotive Electrical/Power Systems Specialist Academic Credit Certificate of Achievement

Automotive Engine Performance Specialist Academic Credit Certificate of Achievement

Automotive Transmission Systems Specialist Academic Credit Certificate of Achievement

Computer Repair Academic Credit Certificate of Achievement

Degree

Automotive Technology Program **Business Management Business Administration** Computer Science Program Electric Utility Technology Program, Overhead Lines Electric Utility Technology Program, Substation Option Electronics Technology Program, Electronic/Computer Technician Option Electronics Technology Program, **Electronics Engineering Technology Option Engineering Program** Mathematics/Science Program, Mathematics Option Mathematics/Science Program, Physics Option Mathematics/Science Program, Science Option **Network Information Technology**

Morris County

County College of Morris Irena Kaler, Director (973) 328-5085 ikaler@ccm.edu

Certificate

Advanced Electronics
Advanced Mechanical Analysis
Assembly & Test
Basic Electronics
CAD/CAM Drafting
Engineering Technology
Mechanical CAD

Degree

Biomedical Equipment
Business Administration
Chemical Technology
Electronics Engineering Technology



Engineering Science Small Business Management

Ocean County

Ocean County College

Kaitlin Everett, Director of Continuing Education and Workforce Development (732) 255-0400x2816

keverett@ocean.edu

Certificate

Biology

Business Administration

Chemistry

Computer Technology

Engineering

Information Systems & Information

Technology

Math

Physics

Technical Studies

Degree

Biology

Business Administration

Chemistry

Computer Technology

Engineering

Information Systems & Information

Technology

Math

Physics

Technical Studies

Passaic County

Passaic County College

Mike Powell, Dean

(973) 684-6136

mpowell@pccc.edu

Certificate

Baking

AutoCAD Drafting

Computerized Accounting

Graphic Design

IT Network Administration

IT Technical Support

IT Web and Mobile Development

Weldina

Plumbing Technology

Microcomputer Software Specialist

Degree

Applied Computer Science

Business Administration

Engineering Science

Environmental Sustainability

Biology

Mathematics

Accounting

Digital Media Production and Distribution

Electronic Engineering Technology Graphic Design

IT Network Administration

IT Technical Support

IT Web and Mobile Development

Salem County

Salem Community College Ron Burkhardt, Director

(856) 351-2651

rburkhardt@salemcc.edu

Certificate

Administrative Assistant

Degree

Business Administration

Chemistry

Scientific Glass Technology

Technical Studies

Somerset County (Raritan)

Raritan Valley Community College Joanie Cofffaro, Director

(908) 526-1200 x8639

joananne.coffaro@raritanval.edu

Certificate

Advanced Manufacturing

Automotive Technology

Commercial Energy Management

Technology

Computer Programming

Computer Support

Web Developer

Degree

Business Management-Overview

of Options

Commercial Energy Management

Technology

Computer Programming

Electric Utility Technology

Financial Services Option in Business

Management

General Business Option in Business

Management

Information Science & Technology

Marketing Option in Business Management

Technical Studies

Web Developer

Sussex County

Sussex County College Dawn Smith

(908) 835-4029

dsmith3@warren.edu

Certificate

Computer Information Systems

Machine Tool Technology Web Design

Web Publishing

Degree

Accounting

Business Administration

Business Management

Chemistry

Computer Information Systems

Computer Science

Engineering Science

Information Systems

Machine Tool Technology

Mathematics

New Media Communications

Technical Studies

Union County

Union County College

Lisa Hiscano, Dean

(908) 965-2358

hiscano@ucc.edu

Degree

Biology

Chemistry

Engineering

Computer Science

Mathematics

Technical Studies

Warren County

Dawn Smith, Director

Warren County College

(908) 835-4029 dsmith3@warren.edu

Certificate

Business Administration

Communications

Computer and Information Sciences

Graphic and Web Design

Small Business Management

Webmaster

Degree Biology

Business Administration

Business Management

Chemistry

Communications Computer and Information Sciences

Computer Information Services

Graphic and Web Design

Small Business Management

Technical Studies

Technical Studies - VIPER Webmaster

Vocational - Technical Schools

Atlantic County Institute of Technology, Mays Landing

Dr. Philip Guenther, Superintendent (609) 625-2249, ext. 1401 pguenther@acitech.org

Manufacturing-related programs

Academy of Aviation Technology Academy of Building Trades Academy of Culinary Arts Academy of Information Technology Academy of Math Engineering & Science Auto Technology Computer-Aided Drafting & Design

Adult Programs

Welding

Bergen County Technical School, Paramus, Teterboro, Hackensack Dr. Howard Lerner, Superintendent (201) 343-6000, ext 4005 howler@bergen.org

Applied Technology High School, Paramus

With a curriculum centered on "smart machines," students learn to apply math, science, and technology to hands-on projects in the fields of automation, electronics, and advanced manufacturing. They also learn the essential skills they need to pursue careers in a wide variety of areas, including engineering technology, and benefit from dual-enrollment coursework that allows them to earn advanced standing in several technical associates degree programs at Bergen Community College, including an A.A.S. program in General Engineering Technology.

Other manufacturing-related programs

Academy for Business and Finance Academy for Engineering and Design Technology

Academy for Medical Science Technology Academy for Technology and Computer Science

Academy for the Advancement of Science and Technology

Aerospace Engineering
Automotive Engineering Technology
Biomedical Sciences
Computer Science
Culinary Science/Culinology

Digital Media

Electrical Trades
Engineering Technologies and Engineering-Related Fields
Strategic Asset Management

Adult Training Programs

3D Printing

Apprenticeship related technical instruction
Computer training
Electrical trades
Makerspace
Welding

Burlington County Institute of Technology, Medford and Westampton Dr. Christopher Nagy, Superintendent (609) 267-4226, ext 8200 cnagy@burlcoschools.org

Advanced Manufacturing and Fabrication Program, Medford

Operated through a partnership with Rowan College at Burlington County, the new Advanced Manufacturing and Fabrication Program includes a general overview of the manufacturing industry and advanced manufacturing processes, as well as specific coursework in CNC, computer assisted design (CAD), machining, and welding, all aligned with a rigorous academic program.

Other manufacturing related programs

Architecture and Design Technology
Automotive Technology
Computer Aided Drafting and Design
Electrical Technology
Electronic & Computer Engineering Technology Academy
Heavy Equipment/Diesel Technology
Information Technology
Pre-Engineering
Welding Technology

Adult Programs

Advanced Manufacturing and Fabrication (similar to HS program) Apprenticeship related technical instruction Welding Technology

Camden County Technical Schools, Pennsauken and Gloucester Township Patricia Fitzgerald, Superintendent (856) 767-7000 ext. 5401 PFitzgeraldl@ccts.net

Pre-engineering/Industrial Track

The Pre-Engineering curriculum focuses on engineering practices relative to problem solving, conceptual and product design, programming, manufacturing, documentation, and presentation. Applications to these processes include but are not limited to: 3D modeling, robotics programming, rapid prototyping, conventional and CNC machining, and digital electronics. Students use computers, engineering graphics, testing devices, and other equipment in a laboratory setting. Students also learn the principals of technical reading and writing, and legal and professional ethics of engineering.

Other manufacturing related programs

Accounting and Finance Automotive Technology Digital Media Communications Environmental Studies Graphic Arts and Design Green Engineering and Design Information Technology Pre-Engineering Welding

Cape May County Technical School District, Cape May Court House

Dr. Nancy Hudanich, Superintendent (609) 380-0210 nhudanich@capemaytech.com

Manufacturing-related programs

Automotive Technology
Food Production Technology
HVAC Heating, Ventilation, Air Conditioning-Refrigeration/Sustainable Energy
Information Technology
Pre-engineering Technology with CAD,
Robotics and UAS
Small Engines & Light Diesel Technology
Welding

Adult Programs

Computer Technology Outboard Engine Welding

Cumberland County Technical Education, Vineland Dr. Dina Rossi, Superintendent

(856) 451-9000 ext. ext 2201 drossi@cctechnj.org



Manufacturing-related programs

Automotive Technology Engineering Business/Information Technology Welding

Adult Programs

Automotive Technology Industrial Maintenance

Essex County Schools of Technology, Donald M. Payne, Sr. Tech (Newark), Newark Tech and West Caldwell Tech Dr. James M. Pedersen, Superintendent (973) 412-2050 jpedersen@essextech.org

Manufacturing-related programs

CAD/CADD Drafting
Drafting and Design Technology
Electrical Maintenance and Construction
Green Energy Academy
Pre-Engineering
Robotics
Welding Technology

Adult Programs

Welding

Gloucester County Institute of Technology, Sewell Michael Dicken, Superintendent (856) 468-1445 ext. 2702 mdicken@gcecnj.org

Manufacturing-related programs

Academy of Engineering
Academy of Finance and Business
Management
Academy of Information Technology
and Digital Communications
Automotive Technology
School of Construction Technology
(HVACR/Electrical/Plumbing/
Building Trades)
School of Culinary Arts
Welding

Adult Programs

School of Construction Technology (HVACR/Electrical/Plumbing/ Building Trades) School of Culinary Arts Welding

Hudson County Schools of Technology, Secaucus and Jersey City Amy Lin-Rodriguez, Acting Superintendent (201) 662-6701 Alinrodriguez@hcstonline.org

D-FAB: Design, Fabrication and Mechatronics

This new program, focused on design, fabrication and mechatronics, will grow the next generation of technology workers through skill development and flexible degree pathways. With multiple access points and degree/training options for learners from high school through college, the program has been planned and implemented in collaboration with employers and higher education. The program will utilize the dual training model employed in Germany, through which students will learn in school and on the job.

Other manufacturing related programs

Academy of Biomedical Sciences
Academy of Environmental Sciences and
Sustainability
Architecture & Design
Business
Computer Programming
Engineering Technology
Industrial Design & Animation

Adult Programs

Computer Aided Drafting & Design Welding

Hunterdon County Vocational School District. Flemington (and Academy locations at regional high schools) Dr. Kimberly Metz, Superintendent (908) 788-1119, ext 2001 kmetz@hcvsd.org

Manufacturing-related programs

Biomedical Sciences Academy
Computer Science and Applied Engineering Academy
Environmental Sustainability and Engineering Academy
Automotive Technology
Computer Science
Construction Science
Environmental Sustainability & Engineering
Heavy equipment operations

Adult Programs

Computers Welding

Mercer County Technical Schools, Trenton and Pennington Dr. Kimberly Schneider, Superintendent (609) 586-2129, ext 1000 Kschneider@mcts.org

Full Time STEM Academy

The Mercer County Technical School District launched a STEM (science, technology, engineering and math) Academy in September 2015. The STEM Academy, a partnership with Mercer County Community College, provides Mercer County high school students with academically challenging and rigorous curriculum including Project Lead The Way, a project and problem-based curriculum. Students are working toward the completion of college credits and industry credentials while in high school. Student learning is enhanced through key business partnerships allowing for multiple workplace readiness and experiential learning opportunities. In this specialized learning environment, students will apply what they know, identify problems, find unique solutions, and lead their own learning.

Manufacturing-related programs

Architecture, Engineering and Design Automotive Technology Building Maintenance Trades Business Office Applications and Technology Diesel Technology Information Technology

Adult programs

Black Seal Boiler Blue Seal Refrigeration Diesel/Truck Technology HVACR Principles Ind. Pneumatics (IMM) Machine Shop Machine Tool & Die Welding

Certificate Programs

Computer Applications for Business

Middlesex County Vocational & Technical Schools, East Brunswick, Edison, Piscataway, Perth Amboy and Woodbridge

Dianne Veilleux, Superintendent
(732) 257-3300 ext.1911

veilleuxd@mcts.net

Middlesex County- Pre-Engineeri

Middlesex County- Pre-Engineering and Manufacturing Technology Donnis Lisead

(732) 257-3300 ext. 1920 liseadd@mcvts.net Engineering School Middlesex

Pre-Engineering and Manufacturing Technology Program, East Brunswick

This new program includes instruction on tools, materials, production process, machine operations, automated line operations, technical and quality control, engineering analysis, instrumentation, programmable logic controllers (PLCs), electronics, hydraulics and pneumatics, process control, computer aided design (CAD), computer-aided manufacturing (CAM), and robotics.

Other manufacturing-related programs

Academy for Allied Health and Biomedical Science Academy for Science, Mathematics and Engineering Agriscience Technology **Automotive Technology** Civil/Mechanical Engineering Technology Computer Applications for Business Computer – Assisted Drafting (CAD) Electrical/Computer Engineering Technology **Electrical Technology Global Logistics** Machine Tool Technology and Fabrication Supply Chain Management Welding

Apprenticeship Programs

Electrical Trades
Instrumentation
Machine Trades
Maintenance Mechanics/ Millwrighting
Welding

Monmouth County Vocational School District, Freehold, Neptune, Lincroft and other locations throughout Monmouth County

Timothy McCorkell, Superintendent (732) 431-7942 ext 7946 tm@ctemc.org

Pre-Manufacturing and Robotics, Eatontown

MCVSD partners with Festo Didactic, Inc., to offer shared-time high school juniors and seniors the opportunity to prepare for careers in advanced manufacturing, engineering & robotics. Students earn industry-recognized certifications and participate in hands-on experiences as well as on-the-job training through internships and other structured learning experiences.

Other manufacturing-related programs

Biotechnology High School
High Technology High School
Marine Academy of Science and
Technology
Automotive Technology
Building Trades
Carpentry
Diesel Mechanics
Electricity
HVAC
Materials Handling
Marine Trades
Plumbing & Pipefitting

Morris County Vocational School District, Denville, Randolph and other locations in Morris County Scott Moffit, Superintedant (973) 627-4600, ext 213 moffitts@mcvts.org

Morris County- Engineering Design and Advanced Manufacturing Shari Castelli

(973) 627-4600 ext. 206 castellis@mcvts.org Engineering School Morris

Engineering, Design and Advanced Manufacturing (EDAM)

EDAM is a shared-time programs for high school juniors and seniors offered by MCVSD and the County College of Morris (CCM) in partnership with several manufacturing companies. Located on the campus of CCM in Randolph, this program offers students classes in engineering, computer science, electronics, and other technology applications to earn college credits before high school graduation. Students enrolled in EDAM will also earn CCM certificates of achievement in Mechanical Computer Aided Drafting and Engineering Technology.

Other manufacturing-related programs

Automotive Technology
Biotechnology (Mountain Lakes HS)
Computer & Information Sciences
Cybersecurity & Information Protection
(at CCM)
Environmental Science (Jefferson HS)
Finance & International Business
Math, Science & Engineering
(Morris Hills HS)
Machining & Welding Technologies

Ocean County Vocational-Technical School, Toms River, Brick and other locations throughout Ocean County William Hoey, Superintendent (732) 240-6414 ext. 3318 whoey@mail.ocvts.org

Precision Machine Technology (a 10-month accelerated program for adult students)

The OCVTS Precision Machine Technology Program (PMT) offers accelerated training in modern and relevant career pathways in the manufacturing industry. Areas of study include: Computer Numerical Control (CNC) theory and operations, manual machine operations (mill and lathe), basic welding, automation, prototyping, production planning, CNC milling, CNC lathe, engineering analysis and quality control, theory, programming and operations, and robotics. Students are afforded the opportunity to receive OSHA-10 Safety Certification Training.

Other manufacturing-related programs

Agricultural & Environmental Sciences
Architectural/Engineering Design
Aviation Aerospace Technology
Automotive Technology
Building Construction Technology
Computer Science
Computer Service Repair
Electrical Trades/Integrated Cabling
Technology
Fashion Merchandising/Design
Marine Academy of Technology and
Environmental Science (MATES)
Marine Trades
Welding

Passaic County Technical Institute, Wayne

Diana Lobosco, Superintendent (973) 389-4203 lobosco@pcti.tec.nj.us

School of Applied Technology

Manufacturing Technology introduces young minds to the metal fabrications industry. The goal of the course work is to prepare students for entry level employment in the machining industry or to continue on to post-secondary training. Students work in a state of the art manufacturing training facility. The technical lab is equipped with a computer lab offering training in MasterCam, and has a production floor equipped with manual lathes, mills, surface grinders, saws and surface



grinders. The CNC lab is equipped with state of the art HAAS lathes and mills. Recently the program has adopted an articulation agreement offering 10 credits in Applied Metrology, Machine Tool Principles and CNC Programming. Upon completion of this comprehensive program, students are afforded the opportunity to either enter the workforce, continue to post-secondary training or a combination of both pathways.

School of Applied Engineering

The rigorous and relevant four-course sequence allows students to integrate the fields of CAD/drafting, digital electronics and engineering principles as they study the concepts of technical skills for the design, integration of systems, the execution of new product designs, the improvement of manufacturing processes, and the management and direction of physical and/or technical function within logistics, manufacturing and supply chain operations. In Applied Engineering, students engage in open-ended problem solving, learn and apply the engineering design process, and use the same industry-leading technology and software. Students are immersed in design as they investigate topics such as sustainability, mechatronics, forces, structures, digital electronics and circuit design, manufacturing, which gives them an opportunity to learn the application of engineering disciplines before entering the workforce or post-secondary education. This program offering consists of three interrelated courses by the end of the third year of implementation: Introduction to CAD /Drafting, concepts of Engineering, and a specialization course or the capstone course in Engineering Design & Development.

Other manufacturing-related programs

School of Automotive Technology School of Business Careers – concentrations in Logistics, Marketing and Global management School of Construction Technology – Welding Technology Academy of Finance Academy of Information Technology

STEM Academy Adult programs

Computer Science Machine trades Small engine repair Welding Salem County Technical Schools, Woodstown and other locations throughout Salem County John R. Swain, Superintendent (856) 769 0101 ext 5301 jswain@scvts.org

Manufacturing-related programs

Academy of Medical Sciences Academy for Energy Applications Computer-Assisted Design and Drafting Electrical Technology Welding Technology

Adult programs

Welding

Somerset County Vocational & Technical Schools, Bridgewater Dr. Chrys Harttraft, Superintendent (908) 526-8900 ext. 7276 charttraft@scvts.net

Mechatronics, Engineering and Advanced Manufacturing (MEAM)

The MEAM program is offered through a partnership with Raritan Valley Community College (RVCC), as well as local businesses to educate students to apply mathematical and scientific principles to the design, development and operational evaluation of physical systems used in manufacturing and end-product systems used for specific uses. As part of the partnership, RVCC will offer a minimum of thirteen college credits for students who successfully complete the program. Upon graduation, students will be ready to enter the workforce or pursue further education in highly coveted science, technology, engineering and math (STEM) careers.

Other manufacturing-related programs

Automotive/Diesel technology Integrated technology systems Plumbing and environmental technology Welding

Sussex County Technical School, Sparta Gus Modla, Superintendent (973) 383-6700 ext. 211 gmodla@sussex.tec.nj.us

Manufacturing-related programs

Architectural Technology Electrical Technology Electronic Commerce (E-Commerce) Electronics Technology

Engineering Welding

Adult programs

Apprenticeship training Welding

Union County Vocational-Technical Schools, Scotch Plains Gwendolyn Ryan, Acting Superintendent (908) 889-8288 ext 120 gryan@ucvts.org

Manufacturing-related programs

Union County Magnet High School (engineering)

Makerspace

Academy for Information Technology Union County Vocational-Technical High School

School of Design School of Sustainable Sciences Union County Career & Technical Institute

Automotive Technology Electrical Technology Welding Technology

Adult programs

Electrical Technology Automotive Technology

Warren County Vocational-Technical School, Washington, NJ

Ray Gara, CIE/Apprentice Coordinator (908) 835-2841 garar@wctech.org

Manufacturing-related programs

Electronics technology
Engineering and architecture
Welding and fabricating

Workforce Development Boards

Atlantic County

Rhonda Lowery, Executive Director (609) 485-0052 ext. 4804 Rhonda.Lowery@dol.nj.gov WDB Atlantic

Burlington County WDB

Kelly A. West, WDB Director (856) 291-4244 kwest@rcbc.edu WDB Burlington

Bergen County WDB

Tammy Molinelli, Executuve Director (201) 343 8830 ext. 4004 tammol@bergen.org WDB Burlington

Camden County Workforce Development Board

Jeffrey S Swartz, Executive Director (856) 751-1500 ccwib@ccwib.com www.ccwib.com WDB Camden

Cumberland Salem Cape May WDB Christy DiLeonardo, Division Director

(856) 238 6772 cdileonardo@ccoel.org WDB Cumberland Salem Cape May

Essex County Department of Economic Development, Training & Employment

Sam Okparaeke, WDB Director (973) 395-8667 sam.okparaeke@dol.nj.gov WDB Essex

Gloucester County WDB

Michelle Shirey, WDB Director (856) 384 6902 mshirey@co.gloucester.nj.us WDB Gloucester

Hunterdon County - Greater Raritan WDB Aubrey Flanagan, Business Services

Specialist (908) 218-4300 aflanagan@co.somerset.nj.us WDB Hunterdon

Hudson County Workforce Development Board

TBA, WDB Director (201) 420-3000 x 2636 tba@hcnj.us WDB Hudson

Jersey City Workforce Development Board

TBA,WDB Director
(201) 420-3000 x 2636
tba@hcnj.us
WDB Jersey City
Monmouth County
Lawrence Sternbach, WDB Di

Lawrence Sternbach, WDB Director (732) 683 8850 ext. 3711

Lawrence.Sternbach@dol.nj.gov WDB Monmouth

Morris County Jane Armstrong, WDB Director

(973) 829-8661 jarmstrong@co.morris.nj.us WDB Morris Sussex Warren

Ocean County One-Stop Career Center Patricia Leahey, Director (732) 240-5995 ext. 227

patricia.leahey@dol.nj.gov One-Stop Ocean

Somerset County - Greater Raritan WDB Aubrey Flanagan, Business Services

Specialist (908) 218-4300 aflanagan@co.somerset.nj.us WDB Somerset

Sussex County

Jane Armstrong, WDB Director (973) 829-8661 jarmstrong@co.morris.nj.us WDB Morris Sussex Warren

Union County

Antonio Rivera, WDB Director (908) 527-4195 arivera@ucnj.org WDB Union

Warren County

Jane Armstrong, WDB Director (973) 829-8661 jarmstrong@co.morris.nj.us WDB Morris Sussex Warren

Trade Schools

DeVry University

(732) 729-3960 (866) 338-7934 www.devry.edu/universities/new-jersey/ north-brunswick-campus.html

Eastwick College Sean Mitchell

(973) 755-1766 ext 8416 smitchell@hohokus.edu

Hohokus School Of Trade and Technical Sciences Marco Zambonino

Admissions Director (862) 437-8405 mzambonino@hohokus.edu

Lincoln Tech Susan English

(844) 215-1513 senglish@lincoIntech.com www.lincoIntech.edu/contact

Universal Technical Institute Steve McElfresh

Campus President (973) 866-2202 smcelfresh@uti.edu www.uti.edu

Universal Technical Institute Courtney Woodward

Employment Services Director (973) 866-2233 cwoodward@uti.edu www.uti.edu



4 Year Colleges

Berkeley College David J. Bertone

Vice President of Undergraduate Enrollment Tel: (201) 967-9667 ext. 1209 Fax: (201) 265-6446 DB@berkeleycollege.edu

Montclair State University Peter J. McAliney, Ph.D.

Executive Director, Continuing and Professional Education Tel: (973) 655-6824 Fax: (973) 655-3403 mcalineyp@mail.montclair.edu

New Jersey Innovation Institute at NJIT lan Trammell

Executive Director Economic & Cluster Development MLK Boulevard, Newark, NJ 07102 (973) 596-5578 ian.trammell@njii.com

New Jersey Institute of Technology Raymond Vaccari, MBA, PMP

NJIT Director of Advanced
Manufacturing Programs
University Heights
Fenster Hall Room 157
Newark, NJ 07102-1982
(973) 596-3065
raymond.vaccari@njit.edu

Rowan University Horacio Sosa, PhD

Vice President, Division of Rowan Global Learning & Partnerships (Rowan Global) 201 Mullica Hill Rd., Savitz Hall Glassboro, NJ 08028 (856) 256-5121 sosa@rowan.edu

Rutgers University Dalynn R. Knigge, MLIS

Assistant Director, Continuing Studies (732) 584-6365 knigge@rutgers.edu lifelonglearning.rutgers.edu

Stevens Institute of Technology Allison Ruppino

Director for Continuing and Professional Education (201) 788-4986 www.webcampus.stevens.edu/ Allison.Ruppino@stevens.edu

Affiliated Associations

Special thanks to our affiliates: There are many complimentary organizations in New Jersey that we partner with in order to work to keep New Jersey a place where we can educate and employ our workforce. We thank them for their support.

Chamber of Commerce Southern NJ Debra DiLorenzo, President & CEO (856) 424-7776 x114 ddilorenzo@chambersnj.com

Chemical Industry Council Dennis Hart

(609) 392-4214 dhart@chemistrycouncilnj.org

Commerce and Industry Association of New Jersey Anthony Russo, President

(201) 368-2100 arusso@cianj.org

Employer Association of New Jersey Jonathon Illenye, Research and

Special Projects jonathon@eanj.org

Food Institute of NJ Brian Todd, President & CEO (201) 791-5570 X217 brian.todd@foodinstitute.com

Material Handling Society of NJ, Inc. Jospeph Shanahan, President (888) 496-4765

jkirkos@meadowlands.orr

Meadowlands Chamber Jim Kirkos, President & CEO (201) 939-0707 x2941 ikirkos@meadowlands.orr

Morris County Chamber of Commerce *Paul Boudreau*, *President* (973) 270-8855

Paul@morrischamber.org

Morris County Economic Development Council

Meghan Hunscher, Executive Director (973) 210-6076 mhunscher@morriscountyedc.org

New Jersey Chamber of Commerce Ray Zardetto, Senior Vice President, Communications (609) 989-7888 ext. 116

New Jersey Food Processors Association Eric Hoverson, President

Eric Hoverson, President (609) 392-5558

New Jersey Technology & Manufacturing Association Tom Kohler, Board President

(848) 333-5994 tkohler@walshbenefits.com

NJBIA

Mike Wallace, Employment and Labor Policy (609) 393-7707 MWallace@njleg.org www.njbia.org/about/contact/

NJ Restaurant & Hospitalty Association Marilou Halvorsen, Presdient

(609) 599-3316 info@njrha.org

Somerset County Business Parntership Melissa DeFreest, Marketing & Communications Associate

Communications Associate mdefreest@scbp.org



III. STATE RESOURCES

Programs and Offerings from the State of New Jersey

The State of New Jersey offers many resources that can be helpful to your organization. These resources include opportunities from the Governor's office though the Business Action Center and the Department of Labor. The New Jersey legislature has also taken initiatives though the creation of the Manufacturing Caucus. Our state government also has initiatives to help minority and small business as well as to conquer red tape, including administrative and legislative obstacles. To find out more about these programs, please contact: Constantina Meis, cmeis@njmep.org or Michael Marchetti, mmarchetti@njmep.org

DOL Offerings - Grants/Apprenticeships/Industry Partnerships

Howard K. Miller Jr.

Chief of Business Services

New Jersey Department of Labor & Workforce Development

John Fitch Plaza, PO Box 055 Trenton, NJ 08625 (609) 984-4437 Howard.Miller@dol.nj.gov

Kathleen Baldwin,

Sales Support Manager

New Jersey Manufacturing Extension Program, Inc.

(973) 998-9801 kbaldwin@njmep.org Kerri Gatling

Chief, Talent Networks & Strategic Partnership Academy

New Jersey Department of Labor & Workforce Development

John Fitch Plaza, PO Box 055 Trenton, NJ 08625 (609) 292-2468 kerri.gatling@dol.nj.gov

Nicholas Toth

Assistant Director, Office of Apprenticeship

New Jersey Department of Labor & Workforce Development

John Fitch Plaza, PO Box 055 Trenton, NJ 08625 (609) 777-2791 Nicholas.Toth@dol.nj.gov New Jersey Office of Apprenticeship

https://www.state.nj.us/labor/apprenticeship/index.html

For more information on becoming an apprenticeship sponsor, or to learn more about the benefits of apprenticeship, please contact the New Jersey Office of Apprenticeship at apprenticeships@dol.nj.gov

NJBAC -Training Support

The New Jersey Business Action Center (NJBAC) is a state agency offering free and confidential assistance to help your business grow. As a "one-stop shop," NJBAC can help businesses of all sizes and types manage the state's regulatory processes, boost exports, gain access to financial resources where applicable and tackle other obstacles along the way. Visit their website https://nj.gov/state/bac/ where you can download the NJBAC guide or contact their business advocates at 1-800 JERSEY 7.

Melanie Willoughby, Executive Director
NJ Business Action Center
Melanie.Willoughby@sos.nj.gov
(609) 462-6917



BPU / Energy Efficiency

The Board of Public Utilities ("Board") is the state agency with authority to oversee the regulated utilities, which in turn provide critical services such as natural gas, electricity, water, telecommunications and cable television. The law requires the Board to ensure safe, adequate, and proper utility services at reasonable rates for customers in New Jersey. The Board addresses issues of consumer protection, energy reform, deregulation of energy and telecommunications services and the restructuring of utility rates to encourage energy conservation and competitive pricing in the industry. The Board also has responsibility for monitoring utility service and responding to consumer complaints.

New Jersey's Clean Energy Program (NJCEP) promotes increased energy efficiency and the use of clean, renewable sources of energy including solar, wind, geothermal, and sustainable biomass. The results for New Jersey are a stronger economy, less pollution, lower costs, and reduced demand for electricity. NJCEP offers financial incentives, programs, and services for residential, commercial, and municipal customers.

NJEDA

The EDA offers a multitude of programs to support manufacturing companies located in New Jersey, as well as to attract those companies outside of New Jersey that are seeking to relocate or expand, and have created special programs to help manufacturers reduce costs. The EDA can serve as a one-stop service center for the financing and growth needs of your manufacturing business. Depending on your business goals, the EDA may have a financial solution that works for you.

Grow NJ Assistance Program

Grow NJ is a powerful job creation and retention incentive program that strengthens New Jersey's competitive edge against tax incentive programs in surrounding states. Businesses that are creating or retaining jobs in New Jersey may be eligible for up to tax credits ranging from \$500 to \$5,000 per job, per year; with bonus credits ranging from \$250 to \$3,000 per job, per year (award amounts vary based on applicable criteria.)

Bond Financing

Creditworthy manufacturing companies, 501(c)(3) not-for-profit organizations, and exempt facilities in New Jersey may be eligible for long-term financing under the Bond Financing Program.

Direct Loans

New Jersey businesses in need of financing and committed to job creation/retention may be eligible for direct loans through EDA when financing is not available under other EDA financing programs.

Premier Lender Program

The Premier Lender Program creates new opportunities for small businesses and EDA's lending partners by providing new, low-cost financing opportunities with faster turnaround.

If your small business is discussing potential financing with one of EDA's Premier Lender banks, EDA's participation or guarantee of a portion of the financing can lower the cost of borrowing for your business.

Salem County Energy Sales Tax Exemption

The program provides an energy sales tax exemption for the retail sales of electricity and natural gas and their transport to manufacturing businesses in Salem County. The energy and utility services must be consumed exclusively at the facility.

Urban Enterprise Zones (UEZ) Manufacturers Energy Sales Tax Exemption

Urban Enterprise Zone (UEZ)-certified manufacturers that employ at least 250 full-time workers, at least 50% of whom are involved in the manufacturing process, may be eligible for an exemption from the sales and use tax for electricity and natural gas utilities, both the commodity and its transmission, consumed at the UEZ-certified location.

Contact: Brian Sabina

Senior Vice President, Economic Transformation

New Jersey Economic Development Authority (NJEDA)

P.O. Box 990, Trenton, New Jersey 08625-0990

(609) 858-6756

bsabina@njeda.com

NIST-MEP Policy Team

Brian Sabina

Senior VP

Economic Transformation

NJEDA

Melanie Willoughby

Executive Director

NJ Business Action Center

Gail Friedberg

Vice President

ZaGo Manufacturing

John W. Kennedy

CEO

NJMEP

Rob Asaro-Angelo

Commissioner

NJ Dept. of Labor and Workforce Development

Worklorde Developin

Shavonda Sumter

Representative NJ General Assembly

35th District

Vin Gopal

NJ State Senator

11th District

Dennis Zeveloff,

Policy Advisor

Office of the Governor

Debbie Mans

Deputy Commissioner

Department of

Environmental Protection

Aaron Fichtner

President

NJ Council of

County Colleges

Donald Sebastian, Ph.D

President & CEO

NJ Innovation Institute

Frank Robinson

VP Government Affairs

NJ Business & Industry

Association (NJBIA)

Linda Eno

Asst. Commissioner

Div. of Teaching and

Learning Dept. of

Education

Kevin Lyons

Assoc. Professor

Rutgers Business School

Ken Poole

CEO/President

Center for

Regional Economic

Competitiveness (CREC)

Mitch Cahn President

Unionwear

Thomas Farris

Dean

Rutgers University School

of Engineering

Cathy Katona

Director

Econ. Dev. Research

and Technical Assistance Services,

CREC

Cliff Lindholm

President/CEO

The Falstrom Company in Passaic

Laura Basara

SVP of Lamatek

West Depford

Paul Harencak

Senior Vice President

LPS Industries in Moonachie

Brian Neuwrith

CEO

Unex in Lakewood

Patricia Cubero

General Manager

Aquatherm in Lakewood

Contact:

Peter Okun

Director of Marketing and Public Relations

New Jersey Manufacturing Extension Program, Inc.

2 Ridgedale Ave, Suite 305

Cedar Knolls, NJ 07927

Tel. (973) 998-9801

Cell (973) 476-6337

Email: pokun@njmep.org

Brian Sabina

Senior Vice President, Economic Transformation

New Jersey Economic Development Authority (NJEDA)

P.O. Box 990, Trenton, New Jersey 08625-0990 (609) 858-6756

bsabina@njeda.com

How To Identify/Contact Your Legislator

https://www.njleg.state.nj.us/districts/municipalities.asp

NJMEP has worked with manufactures to meet their legislators, have them tour facilities and attend events, exposing the fact that over 11,000 manufacturers/STEM firms are active in all 40 legislative districts.

This NJMEP outreach initiative has helped to create the Manufacturing Caucus (see Page 23), which helps ensure the legislature is aware of, and react appropriately to, issues, important to our industry. NJMEP can help you to meet your legislators, set up a tour, or assist with any state issues regarding jobs, productivity, red tape, or other issues you may have. In order to become active in outreach, please contact: Constantina Meis, cmeis@njmep.org or Michael Marchetti, mmarchetti@njmep.org

District 1 - Atlantic, Cape May, Cumberland

Senator Jeff Van Drew

Senvandrew@njleg.org School House Office Park 211 S. Main St., Suite 104, Cape May, NJ 08210 (609) 465-0700

Asm Bob Andrzejczak

AsmAndrzejczak@njleg.org School House Office Park 211 S. Main St., Suite 104 Cape May, NJ 08210 (609) 465-0700

Asm R. Bruce Land

Asmland@njleg.org 1117 E. Landis Avenue Vineland, NJ 08360 (856) 696-7109

District 2 - Atlantic

Senator Christopher A. Brown

SenBrown@njleg.org 2021 New Rd., Suite 24 Linwood, NJ 08221 Phone: (609) 677-8266

Asm John Armato

AsmArmato@njleg.org 2312 New Road, Suite 101 Northfield, NJ 08225 (609) 382-5421 (609) 383-1388

Asm Vincent Mazzeo

AsmMazzeo@njleg.org 2312 New Road, Suite 102 Northfield, NJ 08225 (609) 383-1388

District 3 - Cumberland, Gloucester, Salem

Senator Stephen M. Sweeney

SenSweeney@njleg.org 935 Kings Highway, Suite 400 West Deptford, NJ 08086 (856) 251-9801

Asm John J. Burzichelli

AsmBurzichelli@njleg.org 935 Kings Highway, Suite 400 West Deptford, NJ 08086 (856) 251-9801

Asm Adam J. Taliaferro

AsmTaliaferro@njleg.org 199 East Broadway, 1st Floor, Suite G Salem, NJ 08079 (856) 339-0808

District 4 - Camden, Gloucester

Senator Fred H. Madden

SenMadden@njleg.org 129 Johnson Road, Suite 1 Turnersville, NJ 08012 (856) 232-6700

Asm Paul D. Moriarty

AsmMoriarty@njleg.org 1379 Chews Landing Rd. Laurel Springs, NJ 08021 (856) 401-3073

Asw Gabriela M. Mosquera

AswMosquera@njleg.org 129 Johnson Road, Suite 1 Turnersville, NJ 08012 (856) 232-6700

District 5 - Camden, Gloucester

Senator Nilsa Cruz-Perez

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Legislative Manufacturing Caucus

New Jersey state legislators have renewed their mission to strengthen New Jersey manufacturing and help employers put New Jersians back to work by establishing the bipartisan Manufacturing Caucus The Caucus is focused on enhancing the productivity, capacity, and competitiveness of New Jersey manufacturing.

NJMEP has been a strong advocate and partner of the Manufacturing Caucus and works closely with legislators across the state.

NJMEP will aid in the recruitment and expansion of the talent pipeline, and help create new pathways and opportunities for countless residents to find stable and rewarding middle-class jobs.

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The Go To Guide for Training New Jersey Manufacturer's Employees

Updates / Corrections / Comments:

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