



NJBAC

New Jersey Business Action Center



NJMEP

Helping New Jersey Manufacture Success

EDUCATIONAL RESOURCE DIRECTORY



THE *GO TO GUIDE* FOR
MANUFACTURING TRAINING IN NEW JERSEY

APPRENTICESHIPS | TRAINING | WORKSHOPS | RESOURCES | EVENTS | ENGAGEMENT



EMPOWERING NEW JERSEY'S MANUFACTURING SECTOR THROUGH STRATEGIC COLLABORATION, RESOURCE, AND WORKFORCE DEVELOPMENT

The New Jersey Manufacturing Network unites industry leaders and organizations in a collaborative effort to drive growth and innovation across the state. Led by the New Jersey Business Action Center (NJBAC), This initiative brings together key organizations to deliver comprehensive resources, foster workforce growth, and build lasting partnerships. By connecting manufacturers with the tools and opportunities they need, we're ensuring New Jersey remains a leader in innovation, sustainability, and industrial success. Together, we're shaping the future of manufacturing in the Garden State.

Private businesses, government partners, associations, higher education institutions, and organizations of all kinds that are supporting the manufacturing industry in a variety of ways have come together to make finding critical support easier.

By visiting NJManufacturingNetwork.org, manufacturers can search for the type of services they need and get connected with the right partner instantly.

Questions? Reach out to NJMEP at info@njmep.org



New Jersey Business Action Committee (NJBAC)

NJBAC is here to help businesses thrive, grow, and succeed across New Jersey. Tapping into our deep understanding of the current business landscape, we are able to connect you with the appropriate experts to reach your goals. Our business advocates are available to work closely with you and find solutions for your unique business needs. We can help get the answers you need from government and regulatory agencies at the local, state and federal level. We can facilitate your meetings and handle the follow-ups – confidentially and at no cost to you.



New Jersey Manufacturing Extension Program (NJMEP)

The New Jersey Manufacturing Extension Program, Inc. (NJMEP) has been the State's premier training and consulting provider for over 20 years, offering the latest innovations in technology, standards, and practices. Our mission is to help New Jersey's small to medium-sized manufacturing businesses access the resources and develop the skills they need to grow, innovate, and expand. Our network, tailored solutions, and engineering know-how give manufacturers the resources they need to stay competitive in a rapidly evolving market.

We offer a full range of consulting and training services that help evolve your organization into an innovative, market-driven, and more cost-effective operation. These services allow you to reduce costs, increase revenue, and untap your employees' full potential. Our services are categorized into the following three areas: Operational Excellence, Innovation and Growth and Workforce Development.



NJBIA

Manufacturing in New Jersey is no longer just the smokestack industry we remember from years ago. Today, employers in manufacturing facilities also oversee the work of highly skilled employees on computer-automated machines that require attention to detail and the ability to solve complex problems.

Manufacturing is a \$54.4 billion industry with jobs averaging \$97,281 a year, higher than the wages paid to many employees in finance, insurance and real estate. NJBIA's roots are in manufacturing, and we fiercely advocate for legislation that helps the manufacturing industry thrive. It thrives, as our Business Outlook Survey shows optimism for continued growth in durable and non-durable manufacturing.

Through NJBIA, manufacturers receive access to resources that bolster advocacy, collaboration, and visibility for the industry. Manufacturers can be featured on News12 New Jersey on their weekly Made in New Jersey television series. Additionally, NJBIA's monthly magazine, New Jersey Business, features Unique Manufacturers monthly.



New Jersey Council of County Colleges (NJCCC)

We are a vibrant network of 18 community colleges, working together to provide high-quality education, grow careers, up-skill the workforce, and strengthen NJ's economy by aligning education with the needs of employers.



New Jersey Economic Development Authority (NJEDA)

The New Jersey Economic Development Authority (NJEDA) grows the state's economy and increases equitable access to opportunity by supporting high-quality job creation, catalyzing investment, and fostering vibrant, inclusive community development. NJEDA works in partnership with a diverse range of stakeholders to implement programs and initiatives that improve quality of life, enhance economic vitality, and strengthen New Jersey's long-term economic competitiveness.



New Jersey Small Business Development Centers (NJSBDC)

The New Jersey Small Business Development Centers (NJSBDC) network empowers small and medium-sized businesses through expert guidance, innovative solutions, and access to an expansive network of resources. Since its establishment in 1978 as one of the first national SBDC pilot projects, the NJSBDC has supported New Jersey's business community with high-quality advisory services and training programs tailored to foster innovation and sustainable economic growth.

Operating through 11 full-service regional centers and multiple satellite & affiliate offices, the NJSBDC delivers impactful support in areas like capital acquisition, technology integration, and strategic business development. Guided by core values of innovation, inclusivity, and resilience, the NJSBDC is committed to empowering businesses to navigate challenges, seize opportunities, and achieve global competitiveness.

Our team of seasoned professionals, with extensive business experience and advanced academic qualifications, is dedicated to driving transformative solutions that contribute to the prosperity of New Jersey's economy and the communities we serve.



New Jersey Department of Labor (NJDOLE)

We offer manufacturers assistance in recruiting candidates for open positions and applying for funding and tools to support talent development and growth.



New Jersey Council of
County Vocational-
Technical Schools

CAREER
TECHNJ

NJ Council of County Vocational-Technical Schools

The NJ Council of County Vocational-Technical Schools represents New Jersey's 21 county vocational school districts. These districts

are designed to prepare career-focused high school students for both college and careers in a variety of career programs, including advanced manufacturing.

County vocational-technical school districts rely on business partnerships to ensure that students receive the knowledge and skills needed to be well positioned for future success. Businesses work with the schools in a variety of ways to promote the profession or be directly involved with the students and graduates. Business partners can join advisory boards to advise about curriculum and offer apprenticeships and internships. They can hire students part-time during their education or full-time after graduation. They can train teachers or faculty, host site visits, or donate equipment or supplies.

These partnerships are valuable to businesses as well to create a pipeline of future employees. To facilitate these relationships, the Council's website has a sign-up that directly connects businesses to those county vocational-technical school districts with which they would like to partner.



Office of the Secretary of Higher Education (OSHE)

The Office of the Secretary of Higher Education (OSHE) is the leading state agency for higher education policy development and statewide program coordination in New Jersey. The Office works to enhance postsecondary opportunity with a focus on equity, access and affordability for students from all backgrounds. OSHE is dedicated to shaping a strong and inclusive higher education landscape and strategically collaborates with a diverse array of partners to inform best practice, student-centered strategies that empower success.

The Office of the Secretary of Higher Education website provides a variety of information and resources to assist current and future students, employers, and community members in learning more about the initiatives and efforts the agency undertakes. Specific webpages for those seeking information about manufacturing and similar programs, as well as opportunities for enrolling and completing a college degree, are highlighted below.



U.S. Small Business Administration (SBA)

Our office provides help with SBA services including funding programs, counseling, federal contracting certifications, and disaster recovery. We can also connect you to our partner organizations, lenders, and other community groups that help small businesses succeed.



NEW JERSEY MANUFACTURING RESOURCE GUIDE

The *Go-To* Guide for Training New Jersey Manufacturing Employees

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 2000, NJMEP has worked with thousands of manufacturers leading to more than \$7.97 billion in increased and retained sales, \$1.51 billion invested in people, facilities, and systems, saved businesses over \$857.3 million in costs, and created and retained over 52,911 jobs.

INTRODUCTION

New Jersey manufacturers have relied on the Educational Resource Directory for years as a one-stop resource to identify critical training information they can utilize to strengthen their manufacturing operation. Now manufacturers have a simplified resource they can use to find the training and workshops available directly through NJMEP aimed at supporting a manufacturing businesses growth right here in New Jersey.

HOW TO USE THE NEW JERSEY MANUFACTURING RESOURCE GUIDE

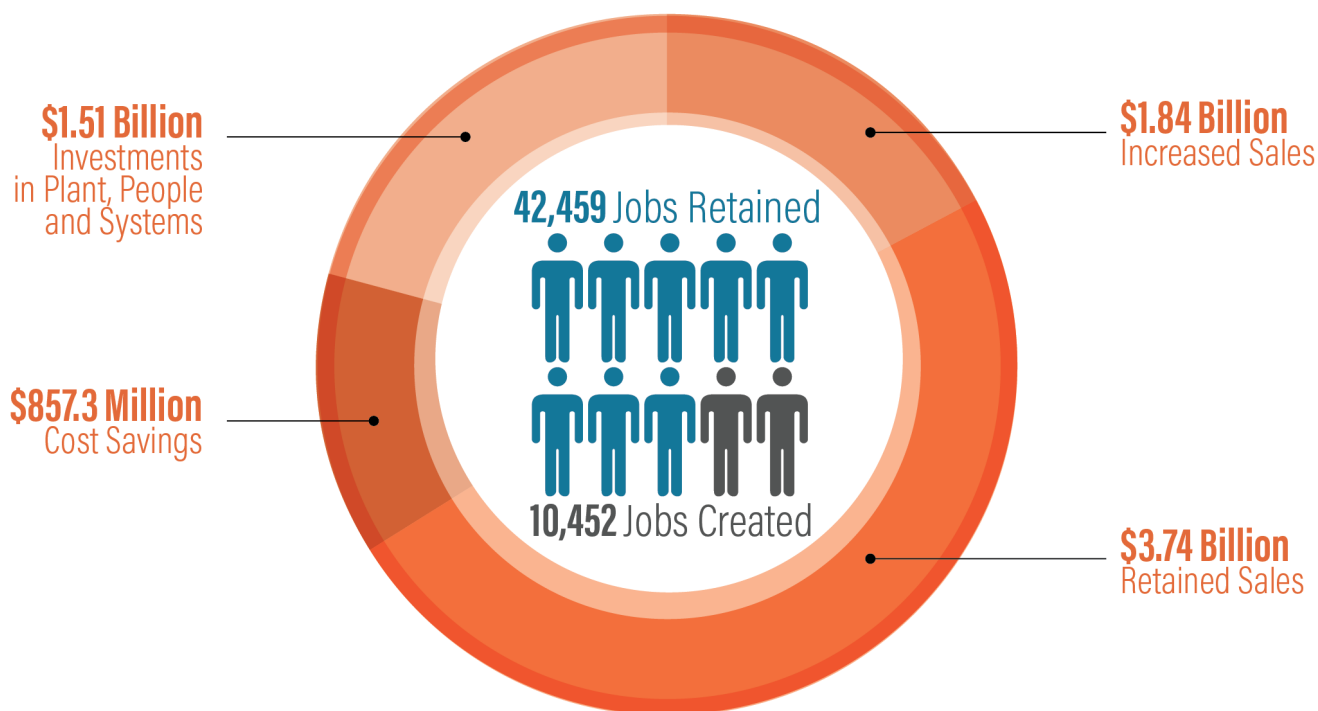
NJMEP has done the research and contacted key training resources in New Jersey to determine primary contacts. Refer to the Table of Contents to find areas of interest. Each section provides an overview of specific workforce development programs or consultative/training services available right here in New Jersey.

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 NJMEP directly at info@njmep.org for any further assistance.

UPDATES / CORRECTIONS / COMMENTS

Please send updates, corrections or any comments to: info@njmep.org

Since 2000, NJMEP has helped manufacturers realize more than
\$7.97 Billion Realized Value



A TEAM OF EXPERTS

NJMEP has been providing resources to help manufacturers succeed with growth, innovation, and commercialization for more than 20 years. Our tailored solutions, connections, and engineering know-how help manufacturers stay abreast of the latest innovative technologies and best practices.

We provide a full range of consulting and training services that help transform your organization into an innovative, high performing, market driven and cost effective operation. These services allow you to increase revenue, reduce costs, and improve employee performance.

WORKING WITH US

We will manage your project from start to finish by coordinating the work of NJMEP and outside experts, if required, while ensuring the project meets your expectations. You will receive updates on the status of the project, have opportunities for input and to measure results throughout the project. We will work directly with you and your staff to ensure your satisfaction.

ROI IMPACT

For more than twenty years, NJMEP has helped manufacturers become more productive, profitable, and globally competitive. We don't just claim results – NJMEP's impact on the manufacturing community is collected by an independent, third-party.

ABOUT THE MEP NETWORK

NJMEP is affiliated with The National Institute of Standards and Technology's (NIST) Hollings Manufacturing Extension Partnership (MEP), a network of 51 MEP centers across the U.S. and Puerto Rico. NJMEP receives some investment and support at the federal level by NIST MEP. NJMEP also provides fee-based consultative services to the New Jersey business community.



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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 when working with NJMEP.

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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.

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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 NJMEP, info@njmep.org

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I. 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.

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. NJMEP's workshops and training, registered apprenticeship program and placements, and retention programs can help your company recruit and maintain a strong workforce.

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.

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.

COMPLIANCE

New regulations and laws such as CMMC, cGMP, FSMA, FDA Regulations, DEP, OSHA, and more.

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.

CYBERSECURITY MATURITY MODEL CERTIFICATION (CMMC)

Manufacturers and suppliers that handle Controlled Unclassified Information (CUI) for the Department of Defense (DoD) will need to comply with CMMC requirements by Q1 2025.

As the DoD developed the rules and procedures, manufacturers were able to self-assess their business and attest to their compliance. This is no longer going to be acceptable and DoD contractors must prove they meet the required control levels to continue receiving government contracts.

NJMEP provides a thorough assessment process and full remediation support to help manufacturers meet their required control levels. A concise process has been developed to quickly identify what a manufacturer must do to eliminate the risk of losing DoD contracts because they do not meet CMMC requirements and developing a plan to ensure they comply.

WORKFORCE DEVELOPMENT AND RETENTION SOLUTIONS

Manufacturing businesses continue struggling to find qualified workers to fill open positions. The talent pool is beginning to refill but not quick enough. A long-time employee leaving a facility could cause a massive headache for any business owner. Employee Retention strategies need to be put in place to secure the current workforce as students and young adults begin to acquire the skills needed to contribute to a manufacturing operation.

93% of employees would stay at their job longer if the organization invested in their careers. (SOURCE: <https://www.forbes.com/sites/meghanbiro/2018/07/23/developing-your-employees-is-the-key-to-retention-here-are-4-smart-ways-to-start/?sh=52678e7c3734>)

Investing in your workforce is the ideal way to retain employees. Business gain loyal employees while also developing the skill set of individuals to perform at a higher level.

CLA – Certified Logistics Associate

CLT – Certified Logistics Technician

CPT – Certified Production Technician

The three certification programs listed above are ideal for the manufacturing professional in either a logistics or production role.

Contact NJMEP's Workforce Development Team and ask about Employee Retention Solutions to learn more.

APPRENTICESHIPS

THE APPRENTICESHIP PROGRAM - NJ'S NEW CAREER PATHWAY... WHERE EDUCATION AND WORKFORCE DEVELOPMENT CONVERGE

NJMEP is approved as a Standards Recognition Entity (SRE) for the US-DOL's Industry-Recognized Apprenticeship Programs (IRAP's).

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.

Industrial Manufacturing Production Technician (IMPT) 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 Storage & Distribution managers 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 1,810 hours of On-the-Job-Learning (OJL) and 190 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.

Food Industrial Manufacturing Production Technician Apprenticeship — 1.5 years, 3,058 hours

The food and beverage manufacturing space must comply with a suite of regulations to keep products safe for human or animal consumption. The Food Industrial Manufacturing Production Technician (IMPT) Registered Apprenticeship Program provides employees with essential training in this specific area.

Apprenticeship programs focused on upskilling the food and beverage manufacturing workforce provide 322 hours of in-class related technical instruction and fundamental technical education. Additionally, the 2,736 of on-the-job learning (OJL) ensures a well-rounded education. Graduates of the Food IMPT apprenticeship will leave with a thorough understanding of the manufacturing process and critical skills that allow them to contribute more to their employer by providing industry-relevant education and hands-on training.

CNC Industrial Manufacturing Production (IMPT) Apprenticeship - 1.5 Years, 3,000 hours

Manufacturers can now create a talented pool of CNC operators by enrolling employees in the CNC Industrial Manufacturing Production (IMPT) Apprenticeship Program. Based on the standard IMPT apprenticeship, employees enrolled in the CNC IMPT Apprenticeship Program will undergo additional training in CNC Milling & Lathe Setup Operations and Programming.

The on-the-job learning (OJL) and CNC lab time provide apprentices with hands-on experience in operating these critical pieces of machinery. Beyond CNC focused curriculum, all IMPT apprenticeships provide fundamental manufacturing education such as blueprint reading, measurement, workplace communication, and more critical skills to create a well-rounded manufacturing professional that can contribute more to their organization.

WORKSHOPS AND TRAINING (AND OPEN ENROLLMENT)

INNOVATION & GROWTH

Branding Workshop: Design a Brand Identity for your Business

In today's world, brand is king. Regardless of the size or nature of your organization, it's important to invest in building a strong brand to define your spot in the marketplace and – more importantly – help you stand out from the crowd.

By answering the most important questions about your brand, audience, and competitive landscape, you can then build on this to drive product development, customer acquisition, employee engagement and strategic partnerships.

Business Crisis Risk

As we look back on the past year and the changes to business that will outlast the pandemic, we can all agree that every enterprise has to re-evaluate their preparedness programs and rethink their approach to Risk Management and mitigation. As we start our planning for the new reality, dominated by local, national, and global change we need to recognize that the threat landscape has changed and will continue to evolve at a faster pace. The key to developing comprehensive and actionable resiliency plans is to first Recognize the risk profile change taking place internally and all around us and quantify the impacts that a crisis will have on your business.

Capturing The R&D Tax Credit

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. Join us for an introductory 1.5 hour workshop and learn how hundreds of companies can offset research and development expenses each year.

Compressed Air – Safety, Technology and Methodology

Compressed air is a common power source in Food, Pharma, Plastics, and Machining.

Attendees will learn:

- The importance of Compressed Air Quality
- Tips on how to reduce Compressed Air Leaks
- Information on Compressed Air System Operation Baseloading

- Learn about the Technology and Methodology of Compressed Air

Demystifying Search Marketing: What Every Marketer Needs to Know

We will be discussing Google's algorithm and other search engines that have a notable market share of the search market. There are a lot of tools out there to help website owners with SEO and even more tools that agencies use to develop winning strategies. We will talk about the pros and cons of several tools as well as demonstrate the use of a few free/low-cost tool. We will discuss how to plan for and write good, optimized content that will help your website rank better with search engines. We will explore Google Analytics and talk about a few easy things you can look for in your websites Google Analytics to better understand your traffic. We will be demonstrating how backlinking can build authority and trust with Google and what effect that has on your success when trying to rank for keywords on Google.



Digital Marketing for Manufacturers

In a post-COVID-19 world, your digital marketing is more important than ever before. In this virtual training we will educate manufacturers on how to maximize their existing digital marketing efforts and introduce some new, powerful marketing tools.

Discover Global Markets: Helping U.S. Companies Export

This workshop will provide valuable information on trade counseling, business matchmaking, market intelligence, and trade event support. In addition, it will provide information on Federal and State programs designed to support international trade.

Dynamic Strategic Planning

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.

Learn about dynamic planning; a type of planning that enables organizations to be more agile, better and faster at responding to local and global changes.

Executive Seminar: Business Growth Suite

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? The NJMEP is hosting an Executive Seminar to teach some of the fundamental skills and strategies from its popular Business Growth Suite program.



Fundamentals Of Logistics

Logistics plays a critical role in the economy of the United States and in the success of an organizations' supply chains. American organizations spend approximately \$1.4 trillion yearly on moving, storing, and handling materials and products. It offers a diversity of jobs, growing opportunities, and career growth. Logistics impacts every area of a company, and every area of a company

impacts logistics. An understanding of logistics provides for better decision making, management of resources, and lower total cost of ownership

Introduction To NJMEP's Business Growth Suite

In today's competitive business climate, it's not enough to maintain sales – it's critical for New Jersey's small and mid-sized manufacturers to increase sales and diversify their client base.

Manufacturers need to have a plan and stand out from their competitors. They need new strategies to identify and attract their target audience, continuously add new prospects to the pipeline and convert leads into sales.

This Business Growth Suite workshop will introduce 5 key modules of the NJMEP's comprehensive program for revenue, market, and profit growth:

- Strategic Planning
- Innovation
- Industry, Market and Competitive Analysis
- Marketing Planning and Strategies
- Sales Strategies including Web-based Growth

Leverage Your Peers To Accelerate Business Growth

Vistage peer advisory groups are purpose-built solely to help CEO members solve their greatest challenges and improve the performance and outcomes of their businesses. They are often the only place CEOs and business owners have to turn for confidential, agenda-free advice. Join us for an exclusive session hosted by local Vistage leaders to experience first-hand how a peer advisory group can help you make better decisions and achieve faster business growth. You'll be sitting around the table with select manufacturing leaders from around the New Jersey area, but this is not a networking event. This is a working session where we'll tackle real business issues using our proprietary issue processing formula, to tap into the knowledge of the room generating new perspectives, clarity and solutions to make the decisions that will make a difference.

Six Sigma: Introduction

Six Sigma is a disciplined, time-tested methodology that uses data analysis to understand process variability and identify process improvement opportunities. Presented by NJMEP, attendees will:

- Learn the basics of Six Sigma Project Management
- Become knowledgeable about the DMAIC (Define, Measure, Analyze, Improve, Control) roadmap to success.
- Find out about statistical process control charts (SPC)
- Learn how to improve customer satisfaction and profitability by reducing and eliminating defects!

Six Sigma Green Belt Certification Training (6 Day Course)

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. Participants will have the tools and techniques to improve and evaluate processes for efficient organizations and production. .

Six Sigma Black Belt Certification Training (12 Day Course)

The NJMEP Black Belt course is an advanced management level program that will prepare you to manage project teams. No-prior experience needed; the program will cover preceding material from Six Sigma Green Belt certification.

This course will prepare students to take the *ASQ Black Belt Certification Training Test. This training is geared towards Engineers and Manufacturing Management professionals who understand Six Sigma philosophies and principles, including the supporting systems and tools. All students will receive a certificate of completion from NJMEP. All students must bring a laptop equipped with excel or minitab.

So, You Want to be a Federal Contractor.

The federal government encourages small businesses to take on contracting opportunities. The process to register as a federal contractor is more straight-forward than most people think.

The Sales Driven CEO!

This executive briefing will provide the CEO with a firm understanding of sales, sales management, sales performance, pipeline development, forecasting, customer support, marketing, go-to-market strategy, managing conflict, etc. By the end of this executive briefing, the CEO will have a foundation of knowledge around sales, sales management, forecasting, sales process, and methodology.



Universal Robot Training Academy

The Universal Robot Training Academy is a hands-on program in partnership with NJMEP and Universal Robots, a leader in collaborative robotics. This academy helps New Jersey manufacturers gain the skills to seamlessly bring Universal Robots' cobots into their operations, making automation easier and more effective.

- **Comprehensive Cobot Training:** Get hands-on, instructor-led training with Universal Robots' cobots, focusing on immediate, practical applications in manufacturing.
- **Empowered Workforce:** Equip your employees with the knowledge to optimize cobot use, fostering a safer, more productive environment.
- **Efficiency & Cost Savings:** Upskilling with cobots streamlines workflows, cuts downtime, and enhances productivity.
- **Competitive Edge:** Boost your business's competitiveness by staying ahead in the automation revolution.



WORKFORCE DEVELOPMENT

Assess, Retain and Engage Your Existing Staff

This course teaches us valuable tools to assess your existing staff. You will learn what may be done to increase employee retention and how to develop key players. Instructions on how to perform a S.W.O.T. Analysis for current staff members and the benefits of this matrix.



Augmented Arc Welding

Upon completion of this two-day live training program, participants will be proficient in performing virtual welds on various welded joints in different positions, using the following welding processes: GMAW, GTAW and SMAW. Students will also have an understanding of the fundamentals of welding theory and will be able to interpret welding symbols found on a technical drawing.

Participants will perform "Hands On" virtual welds using the Miller Augmented Arc Simulator, as instructed. These welds will be applied on different types of joints using the following processes: MIG, TIG and Stick.

Blue Print Reading For Beginners

This two day training course has been designed for people who want to understand how to read blue prints. Class will be live with an NJMEP Expert Resource with constant discussion between students and the instructor. Question and answer sessions will take place during the course to ensure knowledge and understanding. This two day training course has been designed for people who want to understand how to read blue prints. Class will be live with an NJMEP Expert Resource with constant discussion between students and the instructor. Question and answer sessions will take place during the course to ensure knowledge and understanding.

Change Management

This class informs theory, practice, and strategies for implementing change in organizations.

CNC (Computerized Numerical Control) Training

Upon completion of this three day course students will have a deep understanding on CNC milling setup and programing.

Conflict Resolution: Dealing With Difficult People Overview

This conflict management workshop will help you identify some of the ways you may be contributing to these problems and give you some strategies you can adopt at work and in your personal life as well.

Critical Employment Issues and Risks Facing NJ Manufacturers

The procedures and decisions of a Human Resources Department are vital in any given business and any tasks performed by Human Resources professionals carries some amount of legal risk. It is imperative that Human Resource professionals can properly identify the challenges that currently exist in the manufacturing sector to remain ahead of potential compliance issues and labor concerns. This workshop explores current regulatory issues; labor concerns; and insurance topics facing NJ manufacturers today.

Cross Cultural Communication in The Workplace

The procedures and decisions of a Human Resources Department are vital in any given business and any tasks performed by Human Resources professionals carries some amount of legal risk. It is imperative that Human Resource professionals can properly identify the challenges that currently exist in the manufacturing sector to remain ahead of potential compliance issues and labor concerns. This workshop explores current regulatory issues; labor concerns; and insurance topics facing NJ manufacturers today.

Engaging Today's Workforce

By establishing a culture of learning — an environment in which individual growth is actively encouraged — businesses can help employees feel more engaged at work, which has a real effect on the bottom line. Engaged employees have an emotional commitment to their organizations, leading to greater productivity and higher net profit. Building a culture of learning, however, requires leadership to be fully engaged as well.

Establish Solid Onboarding and Excel Intermediate

Participants will be able to work with multiple spreadsheets simultaneously, manage, and manipulate large amounts of data, apply more complex formats, and add charts and graphs to their workbooks.

Excel Intermediate with a Focus on Finance

Students will learn how to utilize Excel for a wide variety of financial purposes, such as naming conventions and methodologies, outlines, worksheet and cell protection, concatenation, array formulas, array functions, consolidation, filters, pivot tables, goal seek, data validation, conditional formatting, recording macros, editing macros, auditing tools, hyperlinks, LOOKUP functions, IF functions, DATE functions. All of these functions will be beneficial to those working with financial data.



Excel Introduction

This course is intended for those whose work requires them to work on spreadsheets and present documentation required by the company. It includes data entry, formulas and dimensions of the worksheet, formatting data, creating charts, using statistical functions and customization of presentations.

HR experiences

How to establish a solid onboarding and HR experience while leveraging the right tools to simplify the process. This course offers information on what the hiring process should look like post COVID-19. Learn about Automating the pre-hire process and tools for remote onboarding as well as i9s – employment eligibility confirmation. What other automated business tools would benefit your company (Payroll, Applicant Tracking, Performance Reviews,

etc.).

First Aid And CPR w/Card

This Course teaches students to effectively recognize and treat adult emergencies in the critical first minutes until emergency medical services personnel arrive. The course also provides a complete health and safety training solution for first aid, adult, child and infant CPR and AED.

(Participants will be responsible for the cost of the card)

HR Essentials: HR Policies and Procedures

This course is designed to provide staff responsible for HR related as well as non-related HR staff knowledge and skills in the following areas: Interviewing/On-boarding; Retentions/Relations; Personnel files; Policies & Procedures; Critical NJ Laws.

Implementing Change In Organizations

This workshop explores the theory, practice, and strategies of implementing change in organizations. Exercises and simulations allow participants to practice various techniques and strategies discussed in class.

Each participant will complete a behavioral assessment and receive a Change Management workbook. Participants will gain a better understanding of how change impacts organizations and learn effective strategies for creating a change-capable workforce.

Improved Communication: American English for the Workplace

Improved Communication in American English for the Workplace is an intermediate level interactive course focused on listening and speaking, with limited reading and writing as required for workplace needs. Building upon the existing knowledge of English of the students, the result of this course is to improve the participants' ability to understand and be understood when communicating in English.

Industrial Communication for Front Line Workers

Better English skills and communication skills equal a better workplace and provides for more opportunities.

Employees will have a better understanding of the required and expected communications with their bosses and co-workers. Why the proper communication is so important and that it is OK to ask



questions to improve understanding. Improved communications skills help foster an improved workplace.

Industrial Communications Skills

Employees will have a better understanding of the required and expected communications with their bosses and co-workers. Why the proper communication is so important and that it is OK to ask questions to improve understanding. Improved communications skills help foster an improved workplace.

Intro To MedAccred Certification Webinar

MedAccred is an industry-managed supply chain accreditation program for critical production processes that, assures product quality, verifies regulatory compliance and increases patient safety in the production of medical devices. MedMMP is a NIST/MEP sponsored program designed to help manufacturers with efficient and effective pre-audit preparation to successfully pass a MedAccred accreditation audit. The goal of the MedAccred program is to increase competitiveness of US medical device and medical instrument manufacturers, decrease industry costs, and improve patient safety. Domestic supply chains offer significant advantages in terms of lead time, innovation and on-time performance.



Introduction to Presentation Skills for Beginners

Presentation skills are the skills you need in delivering effective and engaging presentations to a variety of audiences. These skills cover a variety of areas such as the structure of your presentation, the design of your slides, the tone of your voice and the body language you convey. Learn these skills in a fun, interactive, virtual environment with NJMEP.

Making the Most of LinkedIn

This will be an interactive webinar giving you the tools and know-how to successfully navigate LinkedIn like a Pro!

More Americanized Pronunciation and Speaking for the Workplace

More Americanized Pronunciation and Speaking for the Workplace is specifically designed for advanced ESL and/or Accent Reduction participants. The program focuses on interpersonal communication skills with self, peer, and instructor correction in a workshop setting. Concentration is on grammar, pronunciation, and vocabulary skills as well as on traditional presentation proficiency. Attention is also given to the correct use of American idioms and business language.

NJ Equal Pay Law: Overview Workshop

On April 24, 2018, Governor Phil Murphy signed into law what he described as the "most sweeping equal pay legislation in America." This legislation seeks to eliminate the pay disparity gap. While it is hard to argue with the Act's good intentions, many unintended consequences are anticipated due to its expansive nature.

Pitch Perfect Presentations

This 1-day course will help you overcome some of your anxiety, show you movements that are both effective and ineffective, all while learning in a fun relaxed environment.

Polish Your Presentation

This 2-hour Polish Your Presentation course is perfect for you. We will help you overcome your anxiety, show you the proper way to present and give some tips on effective PowerPoint presentation slides.

Preparing To Present: A Guide To Preparing For Presentations For Non-Presenters

This half day training is for beginners. Feeling comfortable with public speaking and presenting is a vital skill however, an estimated 20% of the population suffers from a genuine fear of public speaking. With some preparation and practice you can feel more comfortable about presenting. The goal of this training is to give you the tools you need to prepare for a presentation.

Problem Solving

This workshop provides an experiential introduction to the art of problem solving. At the end, the employee should be able to describe the relationship between problem solving skills and decision-making; describe the steps in decision-making; identify

obstacles to accurate problem identification; and create a Pareto analysis, force field.

Professional Verbal & Written Communications Training

Professional Communications Training – Verbal & Written" is a dynamic course designed for individuals seeking to enhance their communication skills in the workplace. This course offers comprehensive training in both verbal and written communication, emphasizing clarity, conciseness, and effectiveness. Participants will engage in practical exercises to improve public speaking, presentation skills, and written correspondence, including emails and reports. Through interactive workshops and personalized feedback, students will learn to communicate confidently and professionally, thereby elevating their workplace interactions.



Project Management Professional (PMP®) Certification Exam Prep Course

The course covers all project management knowledge areas, including management of scope, scheduling, cost, quality, resources, communications, risk, stakeholders and project integration. Focus is also targeted on the role of project manager. The course includes a comprehensive overview and preparation for the PMP exam.

Public Speaking and Presentation Skills

Unlock your potential as a captivating speaker with NJMEP's comprehensive 8-hour Public Speaking and Presentation Skills class. Perfect for beginners, this virtual course covers everything from audience analysis and slide design to storytelling and body language. Experience a dynamic, interactive learning environment where you'll engage in hands-on activities, practice real-world scenarios, and gain invaluable feedback.

Recruiting Then Versus Now

How to attract and recruit talent in a competitive market. If you are looking for some guidance on how to attract and recruit talent in a competitive market this two-hour training webinar is for you.

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

It is not a secret anymore: Baby Boomers will retire in coming years in large numbers and the pressure on companies to find the right replacements will increase. When it comes to retaining the right employees with potential for growth, a structured process is required to succeed.

Therefore, in this 4-hour session, we don't just talk about the status quo, we review Action Plans and Steps that can stem the tide. Now!

Self-Awareness Training Program

During the program, participants will have the opportunity to understand the benefits of assessing current preferences and practices using one of the most powerful and multifaceted personality assessments designed to help a person understand who they are and who they can become. Personality Profilers – An instrument designed for self-development, this profiler will help one identify their strengths as well as learning how to identify the preferences of others that contribute to better communications, collaboration, and positive relationships.

Spanish For HR

This 8-hour course is designed for managers and supervisors to help them better connect & communicate with Spanish speaking employees to improve understanding, teamwork and productivity.

Spanish for Managers and Supervisors

Even if you have never studied Spanish, you will learn to directly communicate with employees with limited English capability.

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.

Succession Planning and Building the Value of Your Business

Learn about succession planning and maximizing the value of your business; a type of planning that helps business owners make the right decisions now to maximize the value of their business in the future.

Supervisory Skills For New Managers

This supervisory training course was specifically designed to address the needs of anyone who is new to managing others, with a special focus on those managing in a multicultural workplace. The content of this course will provide a powerful new set of skills, strategies, and techniques for dealing with the issues you will encounter as you take on your new position and move forward in your career.

Supervisory Skills: How To Be Successful In A (New) Leadership Role In 6 Steps

The 6 step approach portions new knowledge and skills. The structure makes it easy to follow, one logical step after the next one. Practical examples and exercises will be used to experience valuable supervisor skills.

Promoted from within, it is often the case that those skills which made an employee an excellent worker in their chosen field are not the same as the skills needed to make them an effective Supervisor, or Manager. NJMEP's Supervisory Skills Essentials will train you to utilize the key protocols effective in managing, communicating, and motivating a workforce. Even experienced managers will benefit from these critical leadership practices.

Supply Chain Management

Supply chain management is the collaboration within and between organizations from cradle-to-cradle, or cradle-to-grave enabling organizations to successfully provide goods and services to a diverse customer base each with its own demands and needs. It is new business model and presents a different focus for an organization, but the concept promises reduced costs, higher efficiencies, and great revenues.

Team Effectiveness and Team Building

This full-day interactive workshop provides participants training in team building and team effectiveness. Team Building & Effectiveness is most often a precursor to a focused team based effort to address specific business areas, or an integral part of a more comprehensive business improvement strategy. During the class, basic team concepts are covered including, but not limited

to stages of team development, roles and responsibilities, ground rules for acceptable team behavior and team decision making processes.

The Art of Negotiation

People negotiate all of the time without really knowing the fine art of negotiation. Negotiation is a discussion based on a significant amount of upfront research. Knowledge is power, and ninety percent of the success in a negotiation is due to preparation. The preparation phase includes an entire checklist of important factors to know before negotiating. The negotiator's frame work is simple guide that leads through each stage of the negotiating process from fact-finding, setting objectives, location, strategies, concession use, and tactics, and much more.

Time Management and Delegation

Time management skills are essential for achieving results. This course provides the tools to set priorities and be more effective and productive.

Time Management and Goal Setting

Today's work environment requires managers and individual contributors alike to manage multiple priorities and conflicting demands on time. This course will offer participants an opportunity to understand their time management needs and develop a process for managing them.

Train-the-Mentor

This train-the-mentor program focuses on training leaders or supervisors within your organization who have mentoring tasks within their existing jobs.

This course could be helpful to you if:

- Your experienced workers need support in implementing the organization's success plan
- You have existing apprentices whose mentors need additional support or guidance
- Your organization is thinking of implementing or expanding their apprenticeship program and your potential mentors need additional support



OPERATIONAL EXCELLENCE

Building High Performance Teams

This webinar will provide an introduction to Building a High-Performing Team with the objective: Building your business from the ground up requires having the right product, service, business processes, etc., and having the right team. This seminar will give the participants an overview of the critical elements of building a high-performing team.

Compressed Air: Learn About Safety, Technology and Methodology of Compressed Air

Compressed air is a common power source in Food, Pharma, Plastics, and Machining.

Attendees will learn:

- The importance of Compressed Air Quality
- Tips on how to reduce Compressed Air Leaks
- Information on Compressed Air System Operation Baseloading
- Learn about the Technology and Methodology of Compressed Air

The average blended energy cost is averaging \$0.14/kW-hr in New Jersey. When you figure the cost per horsepower, per shift is \$305 annually...opportunity costs can add up.

Counterfeit Parts Avoidance Awareness Training

In this webinar we will cover the role of the various functions within the organization as related to counterfeit parts avoidance awareness including: Contract Review, Engineering, Purchasing, Quality Assurance, Qualification Test, Receiving Inspection and Final Inspection. We will discuss prevention and detection techniques including: requirements flow down to subcontractors, purchasing controls, subcontractor selection, subcontractor flow down, subcontractor monitoring, use of authorized distributors and use of original equipment manufacturers.

Cybersecurity: Secure the Manufacturing Product Line

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.

Cyber-Breach Awareness and Response: Cyber Breach is a Business Problem, not an IT Problem

NJMEP and Firestorm will present an interactive Cyber-Crisis response simulation exercise and presentation that is designed for manufactures of all sizes. This workshop will stress-test the businesses preparedness and response in a simulated cyber-crisis. The attendees will be guided through a series of escalating events, with participants utilizing their own crisis management and cyber-breach response plans to each stage.



Cyber 2.0: Navigating Cyber Risk Management In A New Age

The cyber risk management ecosystem has evolved significantly over the past few years. The exponential rise in cyber attacks of all kinds has impacted organizations across industry sectors and given rise to massive operational and financial losses to business enterprises and public entities.

In addition, the cyber insurance market has seen an unprecedented rise in the frequency, breadth and depth of cyber claims. The resulting impact has been categorized by a general hardening of the market where underwriters are applying a higher order of scrutiny on potential insureds, with a heavy emphasis on the cybersecurity controls that matter most in the prevention, detection, response and recovery from cyber attacks.

Defense Industry Base Cybersecurity (Virtual) Bootcamp: CMMC Implementation for Business Executives

All Defense Industry Base (DIB) supply chain organizations are under increasing pressure to implement DoD Cybersecurity Standards. The CMMC is now progressing at a rapidly growing pace and their push to create a national cyber hygiene standard for all vendors is already ahead of schedule. With the CMMC implementation starting time frame for May 2023, this is a perfect opportunity for business leaders to understand the problem businesses face, how to implement these standards and still run normal operations, and where to go for assistance and guidance support. In this one-hour virtual teleconference (VTC) we will cover the methodologies to develop a road map for CMMC and NIST SP 800-171 conformance.

DOD Cybersecurity Requirements: What do Manufacturers Need to Know?

All Department of Defense (DoD) contractors that process, store or transmit Controlled Unclassified Information (CUI) must have met the Defense Federal Acquisition Regulation Supplement (DFARS) minimum security standards or risk losing their DoD contracts.

DFARS Safeguarding rules and clauses, for the basic safeguarding of contractor information systems that process, store or transmit Federal contract information.

Come join us as we provide valuable assistance to manufacturers seeking a reduction of their cyber risks and DFARS compliance.

DOD Cybersecurity Workshop: What to Know on Implementing DFARS Requirements

All Department of Defense (DoD) contractors and subcontractors must meet the Defense Federal Acquisition Regulation Supplement (DFARS) minimum security standards based on the security guidance in NIST Special Publication 800-171 or risk losing their DoD contracts. Come join us as we provide valuable assistance to manufacturers seeking assistance and guidance on implementing these standards and mitigating the risk of being unsecure and possibly outside DFARS compliance.

Foreign Object Damage "FOD" – Prevention Training

The different levels of FOD control for different manufacturing areas and examples of techniques for implementation of FOD prevention programs will be explored. Examples will be based on

aerospace manufacturing.

We will cover requirements presented in aerospace prime contractor requirements documents such as NAS 412 and AS 9146.

Fundamentals of Continuous Improvement

This workshop provides an understanding of core philosophy of Continuous Improvement, its application, and strategies to implement it into practice. This workshop features interactive learning session and guided presentation including exercises and discussion.

Hazard Communication Introduction

In this course, participants will receive an introduction to Hazardous Materials and become aware of issues that may arise in a manufacturing facility. Participants will learn about safety responsibility as it pertains to facilities, equipment and to personal protection. This course makes participants aware of OSHA, NJ-PEOSHA and NFPA regulations and standards.

Improve Operations with Lean Tools and Value Stream Mapping

This one hour webinar will open a participant's eyes to the importance of visualizing information flow and decision processes in their company's processes.

A case study will be presented of how NJMEP's "Learn and Do" concepts helped identify and solve problems for a distributor of home goods, everything from Living Room End Tables to Bed Frames.

Industrial Hydraulics: Hands-On Training

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. The training focuses on shop floor staff.

Introduction to HAZWOPER Basics

This course gives students a general overview and basic understanding of OSHA standards and OSHA's role in the prevention and elimination of workers' injuries and fatalities due to hazardous wastes present in workplaces. HAZWOPER stands for Hazardous Wastes Operation and Emergency Response. Hazardous wastes are a major source of worker exposure and fatalities in workplaces.

Introduction to Inventory Management

As demand shifts in a constantly changing economy, it's important to effectively manage one of the highest asset values on your books – inventory. Presented by NJMEP, this workshop will discuss the basic concepts of inventory.

Attendees will learn:

- The significance of sound practices
- Useful management techniques
- How to minimize safety stock, eliminate shortages and reduce expediting

Introduction to Lean Manufacturing 5S Methodology

In this course, participants will receive an introduction to 5S System: Visual Workplace Organization, and the class will know how apply the 5S principles to a specified area in the company. This class offers training in the basic 5S system (Sort, Set-in-Order, Shine, Standardize, Sustain).

Introduction to Lean Principles

This course enables all staff members from warehouse to shop to office employees to understand the benefits of lean for their organization; including the key lean principles, tools and techniques and how to approach implementation.

Lean thinking has become a widely adopted continuous improvement methodology that can greatly simplify processes and improve performance in both manufacturing and service organizations. Lean recognizes that most of an organization's processes are at best 40% value adding – with the rest of the effort being waste.

Introduction to Pull / Kanban Systems

In this course, participants will receive an introduction to Pull/Kanban Systems, and the class will apply the learned Pull/Kanban principles to a specified area in the company.

This class will define a six-step methodology to implement

Pull/Kanban Material Systems. In addition, attendees will see the concepts in practice in repetitive and non-repetitive, as well as seasonal demand applications. Attendees will learn to set-up point-of-use material storage, interface pull systems with existing planning systems, and set lot sizes based on capacity, not economic order quantity theory.

Participants will experience firsthand the benefits of implementing Pull / Kanban systems, which include: simplified processes, fewer stock-outs, less inventory, lower space requirements, higher productivity and greater flexibility in a specific area of the business.



Introduction to Value Stream Mapping

In this course, participants will receive an introduction to Value Stream Mapping and will apply the learned principles to a specified product family in the company. This course teaches participants how to gather the information required to eliminate all non-value adding waste and how to use the information to plan the implementation of Lean activities. Participants will learn the steps necessary for creating a current state value stream map from customer back to raw material and develop a future state vision to act as a blueprint for lean activities.

The future-state map created by the class will act as a blue print for additional lean manufacturing training and implementations. The impact to the company will be calculated after the implementation plan is created, however it is anticipated that when implemented, the plan will result in a significant reduction in lead times, inventory, and floor space, and an increase in productivity.

ISO 14001:2015 Internal Auditing Training

ISO 14001 provides a framework for identifying, monitoring, and managing common issues, including air pollution, soil contamination, water and sewage, waste management, resource use and efficiency, climate change, and more.

ISO 9001:2015 Internal Auditing Training

The ISO 9001-2015 Internal Auditor Training Class is designed to train your personnel to become qualified and confident to conduct internal audits in a positive, constructive approach consistent with the objectives of your management system and adds value to your business. This class teaches the fundamentals of conducting an end to end process audit and includes a number of workshops/ case studies that facilitate the learning process.

ISO AS 9100 Internal Auditing Training

The ISO AS 9100 Internal Auditor Training Class is designed to train your personnel to become qualified and confident to conduct internal audits in a positive, constructive approach consistent with the objectives of your management system and adds value to your business. This class teaches the fundamentals of conducting an end to end process audit and includes a number of workshops/ case studies that facilitate the learning process.

Lean Enterprise Overview

This course enables all staff members from warehouse to shop to office employees to understand the benefits of lean for their organization; including the key lean principles, tools and techniques and how to approach implementation. Lean thinking has become a widely adopted continuous improvement methodology that can greatly simplify processes and improve performance in both manufacturing and service organizations

Lean Manufacturing – 7S: A Foundation for Improvements

In this course, participants will receive an introduction to the 7S System. 7S is a process and method for creating and maintaining an organized, clean, safe, and high performance workplace.

Metrology GD&T

Geometric Dimensioning and Tolerancing (GD&T) is an international language used on engineering drawings.

Classes will include: Introduction; Dimensioning and Tolerancing Fundamentals; Symbols, Terms, and Rules; Datums; Form controls – Flatness, Straightness, Circularity, Cylindricity, Free state variation; Orientation – Parallelism, Perpendicularity, Angularity; Position, General – Specifying the position tolerance, Regardless of feature size, Maximum material condition, Shift tolerance, Boundary conditions, "0" Positional Tolerancing; Position, Location – Fasteners, Projected Tolerance Zones, Multiple patterns of features, Composite positional tolerancing, Two single-segment feature control frames, Nonparallel holes, Counterbored holes, Noncircular features, Symmetrical features; Position, Coaxiality; Concentricity and Symmetry; Runout; Profile.

NFPA 70E (2024): Standard for Electrical Safety In The Workplace Training

National Fire Protection Association – NFPA 70E covers standards for electrical safety in the workplace. In this training you will review the relationship between the Occupational Safety and Health Administration (OSHA) and NFPA 70E. You will also review general NFPA 70E standards and the importance of these standards in maintaining your safety and the safety of others in the workplace.

Operational Equipment Effectiveness (OEE) Through Total Productive Maintenance (TPM) Practices

Participants will experience the benefits of implementing OEE and TPM. The class participants will learn how OEE and TPM increases overall equipment effectiveness and how it can help avoid interruptions to production. Also, how OEE and TPM reduces equipment related waste including downtime, speed losses, defects, constant adjustments, breakdowns, etc.

Optimize Inventory Management

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.

Join us for an introductory 1.5 hour workshop and learn how other companies improved in just a few steps.

OSHA 10 hour Card Training

OSHA 10-hour training is the primary method used to train workers on hazard recognition and OSHA safety standards. The OSHA 10-hour course for the general industry is for workers who have jobs related to health care, electrical, factory, warehouse, manufacturing, storage and more. This OSHA course covers general industry hazards not specific to those working construction-only jobs. Our OSHA 10-Hour Training course is designed to teach workplace safety and reduce jobsite hazards. Workers will learn about hazard avoidance, workers' rights, filing an OSHA Complaint and more.

Principles of Lean Manufacturing with Live Simulation

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. Lean



Manufacturing training is based on principals that can be implemented and will become the strong foundation of your organization and employees.



Root Cause Analysis

During this workshop you will be introduced to Root Cause Analysis and the foundational principles for an effective problem solving process. The instructor is a Lean expert and the course is designed for problem solving in a manufacturing environment, it is presented in simple easy to understand concepts – perfect for employees and line management.

Supply Chain Scouting

Supplier Scouting Support is available to help manufacturers and businesses strengthen their supply chains by connecting them with reliable, US-based suppliers. Whether you're looking to reduce shipping costs, avoid future tariffs, or identify a manufacturer for specific products, we're here to make it happen.

USDOT Hazardous-Material Transportation Safety Training

The Federal hazardous materials transportation law (49 U.S.C. 5101, et seq.) is the statute pertaining to the transportation of hazmat in the United States, and requires the training of ALL hazmat employees. The purpose of this training is to increase a hazmat employee's safety awareness and to be an essential element in reducing hazmat incidents.

Virtual Supply Chain Training Series

Organizations no matter what size are involved in hundreds of supply chain processes requiring a cross-departmental and cross-organizational collaboration. Supply Chain Management is a new way of managing business focusing on processes from cradle-to-cradle or cradle-to-grave rather than on functions.



FOOD MANUFACTURING

Current Good Manufacturing Practices (cGMP) Requirements & Readiness

Participants will learn how to handle FDA and third party Good Manufacturing Practice (GMP) inspections. The cGMP (current Good Manufacturing Practice) training will also outline how to interact effectively with investigators so that organizations can not only react to inspections but anticipate them as well.

FDA & USDA Food Defense: Intentional Adulteration

The FDA released the final rule for "Intentional Adulteration (IA)" according to the FSMA in May 2016 which requires food manufacturers to implement food defense plans. Further, food defense is already a requirements of all GFSI accredited Food Safety Management Systems. Participants will gain a deep understanding of the food defense requirements specifically around (IA) and contamination and how to create a customized food defense plan for their facility. They will actively work on the creation of the plan during the practical part of the training class. The participant will receive a certificate for successful completion of the training after passing the written knowledge test at the end of the training class.

FDA Food Labeling Nutrition Facts

On May 27, 2016, the FDA published final rules on the new Nutrition Facts label for packaged foods to reflect new scientific information, including the link between diet and chronic diseases such as obesity and heart disease. The new label will make it easier for consumers to make better informed food choices.

Food Allergens

Food allergens are one of the most common reasons for food recalls. Allergen control is an essential part of every food safety program and required by the new FDA Food Safety Modernization Act (FSMA) rule for "Preventive Controls for Human Food". The training class will explain the eight major allergens and how to set up an effective allergen program to avoid cross contact and ensure food safety. Participants will create a framework of the allergen program which can be later customized to their business. A certificate for successful completion will be issued after passing the written knowledge test at the end of the training class.

Food Recalls And Withdrawals

Recall and withdrawal procedures are required for food manufacturers under the final FDA Food Safety Modernization Act (FSMA) rule for "Preventive Controls for Human Food". The participants will learn about the elements of a recall and

withdrawal procedures and how an effective recall and withdrawal plans need be defined, implemented and frequently tested. The participants will actively work on the development of a recall plan for their facility and will be able to complete a first draft by the end of the training classes. The participant will receive a certificate for successful completion of the training after passing the written knowledge test at the end of the training class.



Food Safety: Cleaning & Sanitation

Proper cleaning and sanitizing are essential to producing high quality, safe food products. A well-informed and trained staff provides the foundation for safe food processing. Class covers the following areas: differences between cleaning and sanitation, the four factors of cleaning (TACT WINS), hygienic design, seven steps of sanitation, wet vs. dry cleaning, SSOPs and more! Course also touches on broader categories of cGMP and allergens in the context of cleaning and sanitation. The participant will receive a certificate for successful completion of the training after passing the written knowledge test at the end of the training class.

Food Safety: Corrective Action and Root Cause Analysis for Manufacturers

Corrective action and root cause analysis are essential methodologies to address systemic problems and improve the effectiveness of procedures and management systems. In the first part of the training class, participants will learn 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. The participant will receive a certificate for

successful completion of the training after passing the written knowledge test at the end of the training class.

FSPCA Foreign Supplier Verification Programs

The following course will provide the knowledge to implement the requirements of the Foreign Supplier Verification Programs for importers of food for humans and animals. This course will provide participants with the knowledge to implement the requirements of the "Foreign Supplier Verification Programs (FSVP) for Importers of Food for Humans and Animals" regulation of the U.S. Food and Drug Administration (FDA).

FSPCA Preventive Controls for Human Food Course

The rule for "Preventive Control for Human Food" which was released in September 2015 to support the implementation of the FDA Food Safety Modernization Act (FSMA) requires food manufacturers to implement written food safety plans. Every Food Manufacturing Company is required to have a FDA registered PCQI or have access to an independent PCQI available to them within 24 hours. The training participants will get familiar with all requirements of being a PCQI and the understanding on how to design a food safety plan that meets FDA requirements. In addition best practices and examples will be presented and participants can apply the freshly gained knowledge during practical exercises which show how to achieve compliance to the requirements. The participant will receive a certificate for successful completion of the training after passing the written knowledge test at the end of the training class. If the test is passed by the participant the name of the participant will be registered with the FDA.

HACCP (Hazard Analysis and Critical Control Points)

Training 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 which are required by the codex alimentarius. In addition best practices and examples will be presented and participants can apply the freshly gained knowledge during practical exercises which show how to apply the HACCP principles and achieve compliance to the requirements. The participant will receive a certificate for successful completion of the training after passing the written knowledge test at the end of the training class.

Internal Auditing For Food Safety Management Systems

This Internal Auditor Training Class is designed to train your personnel to become qualified and confident to conduct internal audits in a positive, constructive approach to ensure the effective implementation of a Food Safety Management System. Besides the fundamentals and phases of the audit process this class focuses in

addition on the particular requirements of food safety management systems and how to evaluate effectiveness. Practical exercises and case studies will facilitate the learning process. Further, the participants will have the opportunity to work on their individual internal audit plan during the training class. The participant will receive a certificate for successful completion of the training after passing the written knowledge test at the end of the training class.

OE: Ensuring Compliance with Advertising and Promotional Requirements for Drugs and Medical Devices

Federal regulation of the advertising and promotion of pharmaceuticals and medical devices reflects an aggressive attitude on the part of the regulators that demands, in turn, that industry be keenly aware of the legal and regulatory duties, as well as key recent trends in enforcement activities by the Federal Government.

This course will explore in detail what FDA requires of drug and device firms as well as recent current hot buttons in FDA enforcement activity for the advertising arena.



SQF Practitioner

Participants will learn about the role and responsibilities of the SQF practitioner, the structure of the SQF code (Edition 8.1), SQF certification audits and scoring system. The requirements of Module 2: "SQF system elements" of and Module 11: "Food safety fundamentals for food manufacturing" of the standard will be explained in detail and discussed under the SQF Food Safety Code for Manufacturing. The participants will receive a certificate for successful completion of the training after passing the written knowledge test at the end of the training class. They can also choose to take the online exam at the SQFI institute for certification.

EVENTS AND ENGAGEMENT



'MADE IN NEW JERSEY' 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 the vast career opportunities in the industry.



STATE-OF-THE-STATE OF MANUFACTURING

NJMEP has partnered with NJBIA to host the State-of-the-State in Manufacturing in Trenton New Jersey. This event helps ensure manufacturing continues to have a voice in New Jersey. Combining NJMEP's keen understanding of manufacturing operations and its direct connections with the manufacturers in New Jersey and NJBIA's ability to ensure critical issues are heard by the states legislature, this event has been taken to new heights.



CAPITOL 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.

II. COUNTY CONTACTS / OFFERINGS, 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

Degree

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

Linda Bobo, Director

(856) 222-9311x2545

lbobo@rcbc.edu

Certificate

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

cmcormick@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

Marketing

Microsoft Office

Photonics: Laser / Electro-Optic Technology

Photonics: Principles of Laser/ Electro-Optics

Professional Studies Office Systems

Technology Administrative Assistant

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

Degree

Nuclear Energy Technology

ESSEX COUNTY

Essex County Community College

Behr Maureen, Director

(973) 877-3300

behr@essex.edu

ESSEX COUNTY *continued*

Certificate

Business Development

Software Development and Programming

Degree

Applied Computer Science

Electronic Engineering Technology

Manufacturing Engineering Technology

GLOUCESTER COUNTY

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

Certificate

Engineering Technologies
Civil Engineering Technologies
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 Valley
Community College
Joanie Coffaro, Director
(908) 526-1200 x8639
joanne.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 Pontani, Dean
(609) 570-3656
pontanil@mccc.edu

Certificate

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

Degree

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

MIDDLESEX COUNTY

Middlesex County
College
**Roseann Bucciarelli, 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 Community
College
Joan Scocco, Director of Operations
(732) 224-2349
jscocco@brookdalecc.edu

Certificate

Advanced Automotive Technician
Academic Credit Certificate of
Achievement
Automotive, Brakes, Steering, Suspension
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,

MONMOUTH COUNTY (continued)

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
ikalero@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 Community College
Janet Albrecht, Dean, Continuing Education/ Workforce Development
(973) 684-5536
jealbrecht@pccc.edu

Certificate

Baking
AutoCAD Drafting
Computerized Accounting
Graphic Design
IT Network Administration
IT Technical Support
IT Web and Mobile Development
Welding
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 Valley
Community College
Jacki Belin, Vice President for Strategic Partnerships and Workforce Innovation
(908) 526-1200 x8639
jacki.belin@raritanval.edu

Certificate

Advanced Manufacturing (CNC)
Automotive Technology
Bookkeeping
Commercial Energy Management Technology
Computer Networking & Cybersecurity
Computer Programming
Computer Support
Environmental Control Technology
Interface Design & Web Development
Social Media Specialist
Supply Chain Management

Degree

Automotive Technology
Business Management
Commercial Energy Management Technology
Computer Networking & Cybersecurity
Computer Programming
Environmental Control Technology
Information Systems & Technology
Interface Design & Web Development

SUSSEX COUNTY

Sussex County College
Jon Connolly, Ph.D, President
(973) 300-2124
wfullem@sussex.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, Executive Dir of CE & Workforce Dev
(908) 965-2358
hiscano@ucc.edu

Degree

Biology
Chemistry
Engineering
Computer Science

Mathematics
Technical Studies

WARREN COUNTY

Warren County College
Dawn Smith, Coordinator, College Marketing Integration
(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. 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@hccstonline.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 WOODBRIIDGE

Dianne Veilleux, Superintendent
(732) 257-3300 ext.1911
veilleuxd@mcts.net

MIDDLESEX COUNTY- PRE-ENGINEERING AND MANUFACTURING TECHNOLOGY

Jorge E. Diaz, Superintendent
(732) 257-3300 ext 191
diazj@mcmsnj.net

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@citemc.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 Moffitt, Superintendent
(973) 627-4600, ext 213
moffitts@mcvts.org



MORRIS COUNTY - ENGINEERING DESIGN AND ADVANCED MANUFACTURING

Shari Castell

(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

John Maiello, Superintendent

(973) 389-4203
jmaiello@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

Robert Carrig, Supervisor of Career & Technical Education Programs

(908) 526-8900 ext. 7110

rcarrig@scvts.net

Mechatronics, Engineering and Advanced Manufacturing (MEAM)

Students learn fundamental manufacturing and machining skills along with high tech manufacturing and design using robotics, 3D printing, and CNC machines. The MEAM program partners with industry to create industry-relevant learning experiences as well as to provide students with real world projects. This ensures that MEAM students graduate with the skills necessary to enter the workforce directly or to continue their education. MEAM is a 4-year program and students have the opportunity to earn as many as 13 college credits, which can be applied towards an Associate's Degree at Raritan Valley Community College. Those who earn the Associate's Degree can then fully transfer their credits to the New Jersey Institute of Technology to earn a Bachelor's Degree in Engineering or Engineering Technology.

Other manufacturing-related programs

Welding

Automotive-diesel technology
Carpentry
Electrical construction
Computer science
Business entrepreneurship & management

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 WDB

Francis Kuhn, Executive Director

(609) 485-0153 ext. 4805
kuhn_francis@aclink.org
<https://atlanticcountywdb.com/>

Bergen County WDB

Tammy Molinelli, Executive Director

Phone: (201) 343-8830 ext. 4004
tammol@bergen.org
<http://bergenworkforce.org/>

Burlington County WDB

Kelly A. West, Executive Director

(609) 265-5603
kwest@rcbc.edu
<http://www.co.burlington.nj.us/327/Workforce-Development-Board>

Camden County WDB

Jeffrey S. Swartz, Executive Director

(856) 751-1500
jeff@ccwib.com
<http://ccwib.com/home.html>

Cumberland/Salem/Cape May WDB

Christy DiLeonardo, Director

(856) 238-6772 ext. 3004
cdileonardo@ccoel.org
<http://www.co.cumberland.nj.us/content/22602/23188/24016/25192.aspx>

Essex County WDB

Howard Weiss, Acting Executive Director

(973) 621-2011
howard.weiss@dol.nj.gov
<http://essexcountynj.org/economic-dev-training-employment/>

Gloucester County WDB

Michelle Shirey, Director

(856) 384-6902
mshirey@co.gloucester.nj.us
<http://www.gloucestercountynj.gov/depts/w/wib/default.asp>

Greater Raritan WDB

Paul Grzella, Interim Director

(908) 203-6044
grzella@co.somerset.nj.us
<https://www.thegrwdb.org/>

Hudson County-Jersey City WDB

Patricia Robertson, Director

(201) 420-3000
patricia.robertson@dol.nj.gov
<https://hcjcwdb.org/>

Mercer County WDB

Virgin Velez, Director

(609) 989-6824
vvelez@mercercounty.org
<https://www.mercercounty.org/departments/one-stop-career-center>

Middlesex County WDB

Kevin Kurdziel, Director

(732) 745-3601
kevin.kurdziel@dol.nj.gov
<https://www.mcwdb.org/>

Monmouth County WDB

Yolanda Taylor, Executive Director

Phone: (732) 683-8850 x 2211
yolanda.taylor@dol.nj.gov
<https://co.monmouth.nj.us/ge.aspx?ID=3902>

Morris/ Sussex/Warren WDB

Beth Rodgers, Executive Director

(973) 829-8661
brodgers@co.morris.nj.us
<https://mswwdb.org/>

Newark WDB

Karen S. Gaylord, Executive Director

(973) 733-7933
gaylordk@ci.newark.nj.us
<http://www.newarkwdb.org/>
www.nlwdb.org

Ocean County WDB

Tracy Maksel, Director

(732) 506-5374
tmaksel@co.ocean.nj.us
<http://www.co.ocean.nj.us/OC/OCDHS/frmWDB.aspx>

Passaic County WDB

Arti Kakkar, Director

(973) 569-5082
artik@passaiccountynj.org
<http://wdbpc.org/>

Union County WDB

Antonio Rivera, Director

(908) 527-4195
arivera@ucnj.org
<http://ucnj.org/wdb/>

TRADE SCHOOLS

DeVry University

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

Eastwick College

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Hohokus School Of Trade and Technical Sciences

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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 through the Business Action Center and the Department of Labor. The New Jersey legislature has also taken initiatives through 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

DOL OFFERINGS – GRANTS/APPRENTICESHIPS/INDUSTRY PARTNERSHIPS

New Jersey Department of Labor & Workforce Development

John Fitch Plaza, PO Box 055, Trenton, NJ 08625

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Howard K. Miller Jr., Chief of Business Services

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Nicholas Toth, Assistant Director, Office of Apprenticeship

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New Jersey Manufacturing Extension Program, Inc.

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New Jersey Office of Apprenticeship

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

New Jersey Industry Partnerships

<https://www.nj.gov/labor/employer-services/industry-partnerships/>

GROWING APPRENTICESHIP IN NONTRADITIONAL SECTORS (GAINS)

The purpose of the GAINS program is to promote the expansion and development of United States Department of Labor (USDOL) approved Registered Apprenticeship programs that drive economic development through skills and educational attainment and create pathways to better-paying careers and advanced credentials. All occupations that are recognized by US DOL as "apprenticeable" are encouraged to apply.

UPSKILL: NJ INCUMBENT WORKER TRAINING GRANTS

NJ Incumbent Worker Training Grant funds are competitively awarded to New Jersey employers to provide cost reimbursement assistance directed at training incumbent frontline employees to meet the current and future occupational skill requirements of available high wage, middle-skill and high-skill jobs in New Jersey. Grant funds are intended to achieve measurable outcomes for the employees trained, "seed" occupational skills training, and support New Jersey businesses in acquiring a skilled workforce.

OPPORTUNITY PARTNERSHIP TRAINING GRANT

The purpose of the Opportunity Partnership Grant (OPG) program is to assist displaced/dislocated workers secure

employment by providing high-quality occupational training in growth industry sectors recognized and driven by employer's needs. The ultimate goal of the Opportunity Partnership Grant program is to re-connect participants with gainful employment opportunities, with the objectives of financial self-sufficiency and career advancement coupled with increased earnings. In an effort to provide training services that are needed in the prospective occupational area, applicants are encouraged to review the Labor Market Information Data for Occupational Listings at the LWD website: http://www.nj.gov/labor/lpa/LMI_index.html.

PRE-APPRENTICESHIP IN CAREER EDUCATION (PACE)

The purpose of the PACE Program is to prepare individuals to enter and succeed in Registered Apprenticeship programs. These pre-apprenticeship programs have a documented partnership with at least one Registered Apprenticeship program sponsor and together, they expand the participant's career pathway opportunities with industry-based training coupled with classroom instruction. The program will drive economic development through skills and educational attainment and create pathways to better-paying careers and advanced credentials.

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.

NJ Business Action Center

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The New Jersey Office of Export Promotion, located in the Business Action Center, can:

- Assist your company in identifying global business opportunities and developing an export plan.
- Advise on details of exporting once you’ve entered the global marketplace and connecting you with federal resources available abroad.
- Provide you with an additional suite of services that have received the President’s “E Star” Award from the U.S. Department of Commerce, the Nation’s highest honor for export excellence recognizing organizations that contribute significantly in the effort to increase U.S. exports.

NJ STATE TRADE EXPANSION PROGRAM (NJSTEP)

The Office of Export Promotion administers the NJSTEP grants through a competitively awarded grant from the U.S. Small Business Administration. NJSTEP has been awarded funding for seven consecutive years and has advised and assisted hundreds of businesses, supporting millions of dollars of export sales around the world.

Eligible businesses are considered to receive financial awards to partially offset export promotion costs such as:

- Participation in International and U.S. Trade Events
- Participation in Department of Commerce Organized Trade Missions
- Fees for services provided by the U.S. Commercial Service (USCS)
- Translations of websites and marketing literature

For further information regarding services from the Office of Export Promotion and to learn how to apply for the NJSTEP program, please contact Eddy S. Mayen at 609-633-1182 or eddy.mayen@sos.nj.gov



NEW JERSEY ECONOMIC DEVELOPMENT AUTHORITY (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.

BROWNFIELDS LOAN PROGRAM

The Brownfields Loan Program provides financing to potential brownfield site purchasers and current brownfield site owners (including local government redevelopers) that intend to develop commercial (including but not limited to manufacturing), retail, mixed-use developments, expansions or reuses.

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.

SMALL BUSINESS LEASE ASSISTANCE PROGRAM

NJEDA recognizes that increased lease payment costs can be a barrier to success for manufacturing firms. Through NJEDA's Small Business Lease Assistance Program, manufacturers can receive 15% reimbursement on lease payments for 2 years of a 5- or 10- year lease.

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.

New Jersey Economic Development Authority (NJEDA)
P.O. Box 990, Trenton, New Jersey 08625-0990

Erica Breiterman, Director, Manufacturing Partner
(609) 256-3830
erica.breiterman@njeda.gov

NJ MANUFACTURING VOUCHER PROGRAM (NJMVP)

New Jersey's manufacturers will have an opportunity to upgrade their equipment to become more productive, efficient, and profitable through NJEDA's New Jersey Manufacturing Voucher Program. The \$20 million pilot grant program is intended for manufacturers within targeted industries to cover a portion of eligible equipment costs, up to a maximum of \$250,000 per manufacturer. NJMEP is working closely with NJEDA to support manufacturers through the application process and ensure their investment is put to the best use to secure the highest possible ROI.

More information and resources available at njmep.org/njmvp



NJEDA/SBA COVID RESPONSE PROGRAMS

SMALL BUSINESS EMERGENCY ASSISTANCE GRANT PROGRAM Closed pending additional funding

The purpose of the Small Business Emergency Assistance Program is to provide short-term, immediate payroll and working capital support to New Jersey small and medium sized enterprises (businesses and non-profits) (SMEs), between one and 10 full-time employees (FTEs), facing prolonged operating restrictions or closure due to the COVID-19 outbreak, thereby helping to stabilize their operations and minimizing any potential furloughs and/or layoffs.

As of 12/21/2020 the program is closed for new applications, but you can check the following site for further program information and application instructions in the event additional program funding becomes available.

For more information:
<https://business.nj.gov/covid/check-status-njeda-small-business-emergency-assistance-grant-program?locale=en>

NJ SMALL AND MICRO BUSINESS PPE ACCESS PROGRAM Phase 2 closed pending additional funding

NJ Small and Micro Business PPE Access Program is an innovative public-private partnership that helps businesses and non-profits protect the health and safety of their employees and customers. Through the program's Phase 1 (currently active), all NJ-based businesses and non-profits are eligible for at least 10% discounts on PPE purchases made through approved online retailers. Phase 2, which is currently closed pending additional funding, allowed eligible small and micro businesses to claim almost 70% off of PPE purchases up to a certain program cap.

For more information:
<https://ppe.covid19.nj.gov/>

FEDERAL/SMALL BUSINESS ADMINISTRATION PAYCHECK PROTECTION PROGRAM

The Paycheck Protection Program is a loan designed to provide a direct incentive for small businesses to keep their workers on the payroll. SBA will forgive loans if all employee retention criteria are met, and the funds are used for eligible expenses.

For more information:
<https://www.sba.gov/funding-programs/loans/coronavirus-relief-options/paycheck-protection-program>

ECONOMIC INJURY DISASTER LOANS - Currently closed pending additional funding

In response to the Coronavirus (COVID-19) pandemic, small business owners, including agricultural businesses, and nonprofit organizations in all U.S. states, Washington D.C., and territories can apply for an Economic Injury Disaster Loan. The EIDL program is designed to provide economic relief to businesses that are currently experiencing a temporary loss of revenue due to coronavirus (COVID-19).

For more information:
<https://www.sba.gov/funding-programs/loans/coronavirus-relief-options/economic-injury-disaster-loans>

SBA EXPRESS BRIDGE LOANS Applications Currently Open

Express Bridge Loan Pilot Program allows small businesses who currently have a business relationship with an SBA Express Lender to access up to \$25,000 quickly. These loans can provide vital economic support to small businesses to help overcome the temporary loss of revenue they are experiencing and can be a term loans or used to bridge the gap while applying for a direct SBA Economic Injury Disaster loan.

For more information:
<https://www.sba.gov/funding-programs/loans/coronavirus-relief-options/sba-express-bridge-loans>

SBA DEBT RELIEF Applications Currently Open

The SBA will pay 6 months of principal, interest, and any associated fees that borrowers owe for all current 7(a), 504, and Microloans in regular servicing status as well as new 7(a), 504, and Microloans disbursed prior to September 27, 2020. This relief is not available for Paycheck Protection Program loans or Economic Injury Disaster loans.

For more information:
<https://www.sba.gov/funding-programs/loans/coronavirus-relief-options/sba-debt-relief>

HOW TO IDENTIFY / CONTACT YOUR STATE 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 XX), 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

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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 Jerseyans 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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