

Delaware County Workforce Development Board
Business Services Committee
Tuesday, March 3, 2026@ 9am
[Join the meeting now](#)

Agenda and Report

Business Services Committee Minutes Tuesday, December 2, 9am via Teams

Success Stories

Rapid Response: Amazon Fresh Grocer

Business Service Team Activities Report PY25 Q2

Business Education Partnership Grant PY25 Q2

Collar Counties EMS Industry Partnership PY25 Q2

Apprenticeship Building America Grant PY25 Q2

Upcoming Events:

- Spring Job Fair March25

2026 Employer Services Committee Meeting Dates

Tuesday, June 2, 2026 @ 9am

Tuesday, September 1, 2026 @ 9am

Tuesday, December 1, 2026 @ 9am

**Delaware County Workforce Development Board
Employer Engagement Committee
Tuesday, December 2, 9am via Teams**

Attendance: Eric Bennung, Trish McFarland, Allison Barksdale (staff), Kate McGeever (staff)

Minutes from Employer Engagement Committee Meeting Minutes Tuesday, August 26

Trish McFarland motioned to approve the minutes, and Eric Bennung seconded. All approved.

BST Activities Report

Kate reviewed the PY25 Q1 performance of the Business Services Team. During Q1, the BST began focusing more on building relationships with employers where BST members offer the full array of DCWDB programs, not just posting jobs and hosting job fairs. Additionally, the BST is tasked with ensuring employers are aware of and taking advantage of various training opportunities. One challenge in Q1 was high staff turnover and the BST Lead not being hired. Eric noted that the new employers represented a wide variety of sectors.

BEP Grant - Activities & Achievements PY24 Q4

Kate shared that Q1 for the BEP grant was a bit quiet due to school being closed for the summer. Overall, the grant goals are being attained. The team is working with DCCC to collaborate on a spring career awareness event, similar to Beyond the Classroom.

Collar Counties EMS Industry Partnership PY24 Q4

Kate reported that the grant continues to meet employer participation goals, but is slow in spending the funds for training.

Apprenticeship Building America Grant PY24 Q4

Kate said the ABA grant that was managed by Donna Tutak is wrapping up. The program goals were achieved. There is a small amount of unspent funds that will be de-obligated.

General Conversation

Trish and Kate share information about upcoming events. Eric inquired about the job site tours that will occur as part of the Business Education Partnership grant. Trish will follow up with him. Eric also highlighted some of the opportunities and challenges for manufacturing and other sectors as companies try to incorporate AI into their business models. This seems important for DCWDB to be engaged in.

Trish motioned to adjourn, and Eric seconded. All approved.

Success Stories

About United Building Maintenance (UBM):

Sharad D. Madison is the President and CEO of United Building Maintenance (UBM), continuing a legacy of excellence established by his father more than 32 years ago. Under Mr. Madison's leadership, UMB has experienced significant growth, expanding its client base to include numerous Fortune 50 organizations. Today, the company employs more than 1,500 individuals and provides services to clients throughout the region, from Connecticut to Maryland.

Partnership with PA CareerLink®:

In November, United Building Maintenance partnered with PA CareerLink® to fill a Warehouse Grounds Cleaner position in Folcroft. Through the efforts of Matthew Lloyd from the Opioid Program, a qualified client was referred to UBM for an interview opportunity. Despite facing personal barriers, the client was transparent and motivated throughout the hiring process. United Building Maintenance demonstrated flexibility, support, and a strong commitment to coaching by working closely with the candidate to ensure long-term success. As a result, the individual secured full-time employment with UBM and is currently working a full-time shift.

This success story highlights the positive impact of strong employer partnerships and second-chance hiring. UBM's willingness to meet candidates where they are and invest in their growth reflects the values promoted through PA CareerLink®, connecting employers with motivated talent while helping individuals achieve stable, meaningful employment. Interested candidates can explore current openings and apply at www.pacareerlink.pa.gov.

Rapid Response: Amazon Fresh Grocer

Amazon Fresh is closing six stores across Bucks, Delaware, Montgomery, and Philadelphia counties, impacting approximately 1,000 employees. DCWDB proposes launching a targeted, behavior-driven outreach campaign in the four impacted counties to engage these workers early in their transition and guide them toward reemployment services.

WARN received on January 28th with an approximate 985 workers affected. The locations are:

555 Spring Garden St, Philadelphia, PA 19123-2800 (approx. 205 employees affected)

1837 Street Rd, Bensalem, PA 19020 (approx. 161 employees affected)

389 Easton Road, Warrington, PA 18976 (approx. 144 employees affected)

102 Park Ave, Willow Grove, PA 19090 (approx. 127 employees affected)

2924 Springfield Rd, Broomall, PA 19008 (approx. 189 employees affected)

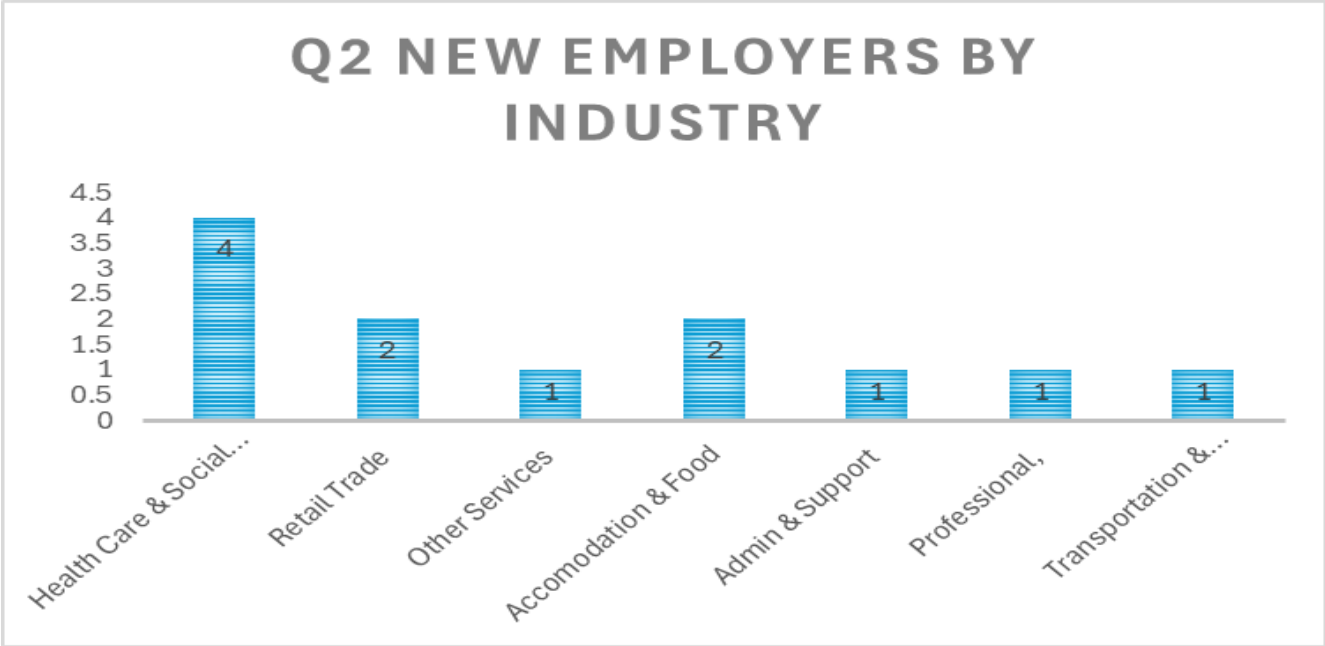
2424 E. Lincoln Hwy, Langhorne, PA 19047 (approx. 157 employees affected)

The LWDBs impacted by the Amazon Fresh closure have agreed to implement regional outreach, rather than each LWDB doing its own outreach. These strategies were very successful in a recent mass layoff at Crozer Health System. In both Crozer and Amazon, there is little or no contact with DWs before layoff, so aggressive outreach is necessary to inform DWs of RR benefits. The initiative is designed to connect with employees before urgency peaks, leveraging the unique situation where workers remain on payroll through April 28. This allows PA CareerLink® to establish awareness early and drive engagement as the deadline approaches.

Business Services Team Activities PY25 Q2

New employers registered- 12

Enrollment Date	Employer Name	Employer City
10/9/2025	Jainny Home Care Solution LLC	Yeadon
10/9/2025	The Giant Company	Brookhaven
10/10/2025	MISSION BBQ	Springfield
10/15/2025	Integrated Physical	Bryn Mawr
10/16/2025	Triple R Transportation LLC	Chadds Ford
10/23/2025	The CPA Firm	Media
11/4/2025	MatchAmint LLC	Garnet Valley
11/17/2025	Eclipse Technology Solutions, Inc.	Chadds Ford
11/19/2025	Crystal Tea Room	Havertown
11/20/2025	Best Nails and Spa, LLC	Broomall
11/26/2025	Nutrihealth LLC	Glen Mills
12/10/2025	Options for Senior America	Wayne



Business Services Hiring Events: 2

Event Date	Event Title	Employer	Job Seeker Attendance	Hired
10/14/2025	Fall Fest Hiring Event	65	140	5
10/2/2025	City Year	1	2	0

Employer Training Fund Activity

Employer Name	Contract Type OJT/IWT/Apprenticeship	# Participants Placed	# Participants who Completed Training	Training Impact (Retained, Wage Increase, Promotion)
Dunwoody Village	New OJT Employer Contract	N/A	N/A	N/A
Hanwha Philly Shipyard, Inc	OJT	3	3	3 Retained
UTCRAAS, LLC	OJT	4	1	1 Retained
Zebby Sulecki, Inc	OJT	1	1	1 Retained
Borough of Yeadon	IWT	3	1	1 Retained

Business and Education Partnership Grant PY25 Q2

Beyond the Classroom: A Career Discovery Day – 2025 proved to be a great success. This event provided high school youth with opportunities for career exposure, career pathways, summer, and part-time work. The Chamber of Commerce partnered with us, playing a significant role in recruiting businesses. To build on that success, our planning team decided to reach out to Delaware County Community College as an opportunity to host more youth through collaboration.

To date, we have engaged 464 youth, almost 5x as many as our goal of 100. We are continuing with employer presentations, worksite tours, and job shadowing (coming soon).

We have also provided 52 scholarships for middle school age children to attend occupational skills camp. Additional scholarships will be provided for the 2026 camp season.

Activities Recap	Q2 Progress	Cumulative Progress toward Goal
Total Youth Engaged (Workshops, worksite tours, job shadowing, PACL and career exposure events)	8 youth visited PACL After School Hour, 1 enrolled in EDSI OSY	464/100 (2 yr. Goal = 100, surpassed)
Educators/Community Leaders Engaged (Workshops and meetings)	N/A – Bright Futures Workshops completed	149/50 (2 yr. Goal = 50, surpassed)
School Outreach	Students from all Delco public schools invited to attend employer presentations at PACL	No goal established
Employer Engaged - Career exposure events - Presentations, worksite tours, job shadowing	2 employer presentations scheduled but cancelled due to limited attendance	Career Events - 45/50 (2 yr. goal) Presentations, worksite tours, job shadowing - 6/20 (2yr. goal)
Employer Outreach	1,000+ employers	No goal established. Outreach to all Chamber members, DCWDB board members, and PACL employers who attended PACL Awareness Day. Target emails for job shadowing and next career exploration event planned for 4/30/2026.
Camp Scholarships	52	52/60 (2 yr. goal)

Collar Counties EMS Industry Partnership PY25 Q2

The current list of EMS companies participating in the IP remains at 28, three more than our goal of 25.

Good Fellowship, which was approved for training funds to upskill current staff, provided an update at the January partnership meeting. As of the end of Q2,

- 2 EMTs have been certified as Advanced EMTs
- 1 additional EMT is close to receiving certification, expected in Q3
- 1 Paramedic candidate has started training. He is doing well in his on coursework and is expected to certify this summer (program is 12-15 months long)
- 1 additional A-EMT candidate is expected to begin coursework and certify by Q4.

The IP meeting cadence has been changed from bi-monthly to quarterly, recognizing our employers' time limitations. Our last meeting was held on January 6th. The discussion centered on the following agenda items:

- Reviewing IP Priorities (Recruitment, Training, & Retention)
- State Advocacy – Updates on Relevant Legislation
- Workforce Planning for 2026 – Speaker
- Hiring Events & Employer Support

Future meetings are scheduled for April 7th and June 2nd. All meetings are held virtually, 2 – 3 pm.

Apprenticeship Building America Grant PY25 Q2

Apprentices supported

- Oliver Heating- 11 apprentices
- Drexel University- 4 apprentices
- Finishing Trades Institute-16 apprentices

Pre-apprentices supported

- Garage82 (carpentry)- 11 pre-apprentices
- Urban Media Literacy- 39 pre-apprentices

SPRING HIRING EVENT

**WEDNESDAY
MARCH 25, 2026
10:30 A.M. - 2 P.M.**



**Springfield YMCA
194 West Sproul Rd
Springfield, PA 19064**



Accessible via public transportation



**REGISTER TO
SKIP THE LINE
WALK-INS
WELCOME!**



Jobseekers:

- ✓ Access to local employers
- ✓ Bring your resumes and be job ready
- ✓ Job seeker workshops during the event

Want to brush up on your skills prior to the event?

Check out our workshops at
pacareerlinkdelco.org

A proud partner of the **AmericanJobCenter** network

Equal Opportunity Program / Employer. Auxiliary aids and services are available upon request to individuals with disabilities. For Equal Opportunity concerns, please contact Tatiana Moskatova, E.O. Compliance Officer at moskatovat@co.delaware.pa.us or 610-359-5020(TTY). Language Assistance Services are available free of cost. This program is supported by the U.S. Department of Labor as part of an award from the Delaware County Workforce Development Board totaling \$381,830 with \$0 (0%) state, local and/or non-governmental funds.



**Pennsylvania
Department of Labor & Industry**
Office of Vocational Rehabilitation