

Delaware County Workforce Development Board
Business Services Committee
Tuesday, June 2, 2026 @ 9am

Agenda and Report

Business Services Committee Minutes Tuesday, March 3
Success Stories
Business Service Team Activities Report PY25 Q3
Business Education Partnership Grant PY25 Q3

2026 Employer Services Committee Meeting Dates

Tuesday, September 1, 2026 @ 9am
Tuesday, December 1, 2026 @ 9am

Delaware County Workforce Development Board

Employer Engagement Committee

Tuesday, March 3, 2026, 9am via Teams

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

Introduction

New committee member Najiba Benabess was welcomed. All provided introductions.

Minutes from Employer Engagement Committee Meeting, Tuesday, December 2

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

Success Story

After reviewing the employer success story, Najiba Benabess inquired about skill gaps in the local labor market. Kate provided an overview of how DCWDB identifies gaps as part of WIOA Local Planning process and responds to market shifts. Eric highlighted the importance of addressing skills gaps in incumbent workers. Kate acknowledged that Incumbent Worker Training funds are underutilized. The group agreed that increasing the use of IWT funds should be a shared goal. Allison will follow up with Eric to assess a possible partnership.

BST Activities Report

Eric reviewed the BST report and highlighted that healthcare/social assistance was the largest sector of new employers joining the PA CareerLink® system.

BEP Grant - Activities & Achievements PY25 Q2

Najiba requested, and Kate provided an overview of the BEP goals. Trish and Eric discussed the challenges of getting youth into a variety of worksites for job shadowing or tours. Transportation and site safety were significant challenges. Najiba shared her experience with the Create Entrepreneurial Opportunities (CEO) program to help youth who are interested in starting their own businesses. Trish shared that the Chamber of Commerce partners with Youth Entrepreneurial Academy (YEA) for a similar opportunity.

Collar Counties EMS Industry Partnership PY25 Q2

Kate reported Aston Fire Company is beginning the training funds request process.

Apprenticeship Building America Grant PY25 Q2

Kate said this grant is ending and will no longer be on board reports.

Spring Hiring Event

Allison shared the flyer for the March 25 Spring Hiring Event at Springfield YMCA

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®:

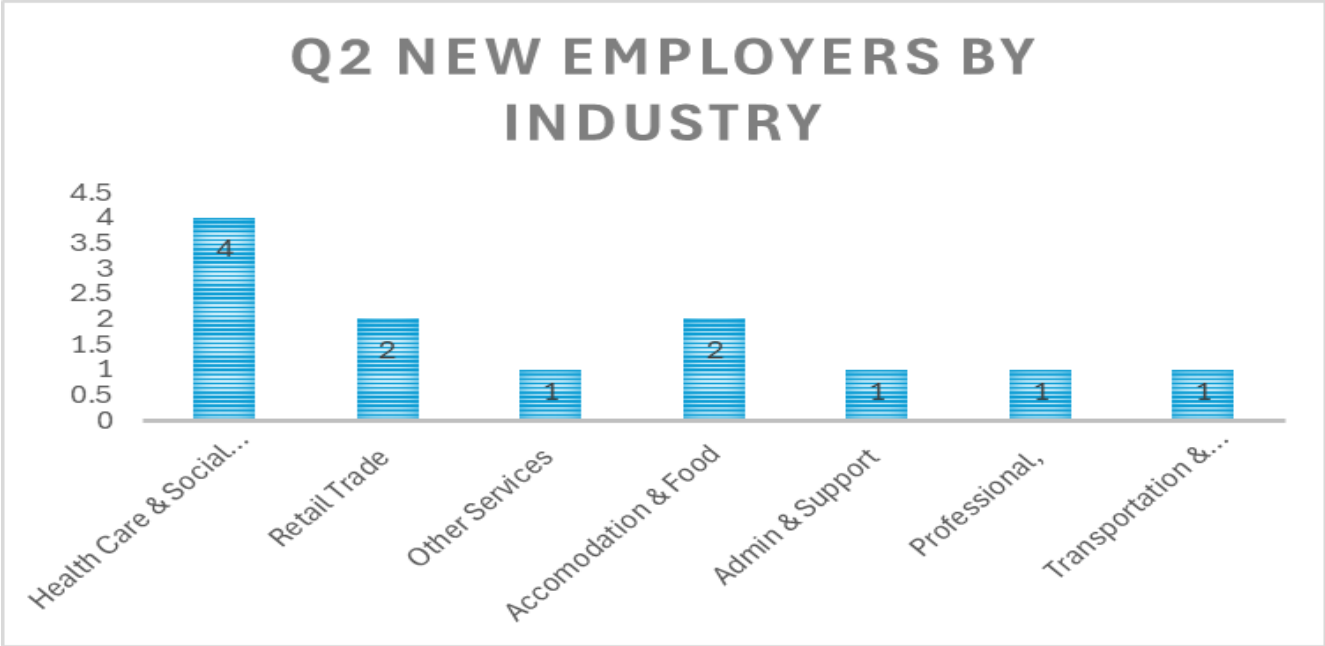
In November, United Building Maintenance partnered with PA CareerLink® to fill a Warehouse Grounds Cleaner position in Folcroft. Through the efforts of Matthew Lloyd from the Opioid Program, a qualified client was referred to UBM for an interview opportunity. Despite facing personal barriers, the client 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.

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
UTCRA, LLC	OJT	4	1	1 Retained
Zebby Sulecki, Inc	OJT	1	1	1 Retained
Borough of Yeadon	IWT	3	1	1 Retained

Business Education Partnership Grant Q3

- STEAM Career Day 2026 - To build on our success with Beyond the Classroom in 2025, we partnered with Delaware County Community College to increase our reach. STEAM Career Day at DCCC was planned to provide high school students (11th & 12th graders) with an opportunity to explore high-demand careers in science, technology, engineering, arts, and mathematics, and discover how to launch their future. The event was scheduled for April 30th, additional information will be provided in the Q4 report.
- Additional information regarding the Young Adult Carer Fair, scheduled for May 12th will be provided in Q4.
- To date, we have engaged 482 youth, well beyond our goal of 100. We are continuing with employer presentations and worksite tours.
- We have had some challenges with the job shadowing program, especially with transportation. Our initial plan to reimburse for busing did not work, given the small number of students matched. Additional options are being considered for the next school year.

Activities Recap	Q3 Progress	Cumulative Progress toward Goal
Total Youth Engaged (Workshops, worksite tours, job shadowing, PACL and career exposure events)	9 students from CUSD for Goal Setting Workshop 9 young adults visited PACL Chester for individual services	482/100 (2 yr. Goal = 100, surpassed)
Educators/Community Leaders Engaged (Workshops and meetings)	N/A – Educator Workshops completed	149/50 (2 yr. Goal = 50, surpassed)
School Outreach	Students from all Delco public schools were invited to attend career exploration events	No goal established
Employer Engaged - Career exposure events	Employer participation in career events will be updated in Q4.	Career Events - 45/50 (2 yr. goal)

<ul style="list-style-type: none"> - Presentations, worksite tours, job shadowing 	<p>11 employers assisted with job shadowing</p>	<p>Presentations, worksite tours, job shadowing</p> <ul style="list-style-type: none"> - 17/20 (2yr. goal)
<p>Employer Outreach</p>	<p>1,000+ employers</p>	<p>No goal established.</p>
<p>Camp Scholarships</p>	<p>Participation in middle school occupational camps will be updated after camp season, Q1 PY 26-27</p>	<p>52/60 (2 yr. goal)</p>