



# Attracting Talent and Getting the Employer Workforce Ready By 2020 in Otsego County and the Mohawk Valley Region



Co-hosted by  
The Otsego County Chamber of Commerce & Senator James Seward

## Join Us Wednesday, October 24, 2018

9:30 AM • Registration

10:00 AM–3:30 PM • Workforce Summit

Event co-hosted by The Otsego County Chamber of Commerce and Senator James Seward at The Otesaga Resort Hotel, 60 Lake Street in Cooperstown, New York.

RSVP by email to Barbara Ann Heegan, President & CEO, Otsego County Chamber by Monday, October 22, 2018 at baheegan@otsegoocc.com.

**Why attend?** Leadership from the private sector and strong public programs are the key to creating a highly-skilled workforce. This summit will focus on the areas where greater employer involvement can make a positive difference for the productivity of their companies and to the overall quality of our region's workforce. **This session is organized by The Otsego County Chamber of Commerce to facilitate meaningful discussion that drives results of prosperity for our region. The focus areas of our discussion will be around talent recruitment and retainment in the following fields of focus: Healthcare and Health & Human Services, Manufacturing, Information Technology, Hospitality/ Tourism.**

Exhibitor (\$10)

Registration, Lunch & Networking (\$40)

Organization Name \_\_\_\_\_

Business Representative \_\_\_\_\_

**Make check payable to: Otsego Co. Chamber of Commerce**

**Mail to: 189 Main Street, Suite 500, Oneonta NY 13820**

**Or fill in the information below to pay by credit card.**

Card type \_\_\_\_\_ Visa \_\_\_\_\_ MC \_\_\_\_\_ Discover \_\_\_\_\_ Am Ex

Card #: \_\_\_\_\_

Expires (mm/yy): \_\_\_\_\_ SIC code: \_\_\_\_\_

Cardholder's name: \_\_\_\_\_

Signature: \_\_\_\_\_

Otsego County Chamber of Commerce  
189 Main Street, Suite 500, Oneonta, New York 13820  
(607) 267-4010 • www.otsegoocc.com

9:30 AM • Registration

10:00 AM • Pledge of Allegiance and Welcome/ State Perspective—Senator James Seward; Overview: Workforce Survey and Roundtable Key Themes & Findings—Barbara Ann Heegan, President & CEO

10:15 AM • State of the Workforce —Christian Harris, Labor Market Analyst, Southern Tier Region, New York State Department of Labor, Division of Research and Statistics

10:45 AM • Workforce Development Institute resources—Mary Jo Ferrare, Regional Director

11:00 AM • American Apprenticeship Initiative Grant—Presenter, Nate Crossett, Apprenticeship Project Director and Mamie Smith, Apprenticeship Coordinator, Performance Partners

11:30 AM • Discovering Untapped Talent: The Best Practices in Employing People with Disabilities—Presenter, Wendy Strobel Gower, Program Director at the Yang Tan Institute

11:45 AM • Lunch, Networking, Visit with Table Sponsors

12:45 PM • Work-Based Learning —Joseph Yelich, Oneonta City School District Superintendent

1:15 PM • Education and Workforce Partnerships, The Role of BOCES —Nicholas Savin, District Superintendent and Joseph D. Boan, Jr., Director of Student Services, ONC BOCES

1:45 PM • The Opioid Crisis and Pre-employment Drug Screening: Solving the Human Capital Crisis of Our Time —Julie Dostal, Executive Director LEAF

2:00 PM • Return on Investment, Perhaps... A Different Perspective on Advancing Our Local Economy—Alan H. Cleinman, Founder & President. Cleinman Performance Partners

2:30 PM–3:30 PM • Group Discussion, interactive Session: Talent Recruiting, Retention and Pipeline Development —Facilitated by Mark Place, Milford Central School Superintendent and Greater Binghamton SCORE Chapter Members