MJSP Funded Projects

June 17, 2024

# Partnership Grants

Grantee: Anoka-Ramsey Community College Award Amount: $313,731

Grantee Contact: Matthew Salo, 763-422-6116

Contributing Business(es): ENPOINTE

Project Summary: ENPOINTE, located in Brooklyn Park, is a printing company with core competencies in design, digital variable print, high-end sheetfed and heat-set web, finishing, mailing, kitting, storage, distribution, and customer facing technology solutions. To meet shifting customer needs, ENDPOINTE is restructuring and reinventing itself to become a multi-media marketing company that combines multi-media tools, technology, and other methods with its base printing capabilities. This transformation requires ENDPOINTE to utilize a broader and more high-tech skill set not historically present within the company. The industry is also facing a skilled labor shortage that is exacerbated by a lack of formal training programs. ENPOINTE is partnering with Anoka-Ramsey Community College (ARCC) to develop a training program for their 175 employees that will cover three main areas: workplace enhancement, technical skills, and leadership. Courses will include On-Boarding, Intro to the ENPOINTE Way, Train-the-Trainer, Workplace Stress & Mental Health, Intro to Print Manufacturing, Print and Digital Cross Training, Upskilling, Integrating Print & Digital Media, Elements of Productivity, Identifying Non-Conformance, Eliminating Rework, Intro to Leadership, Elements of Leadership, Leading in a Diverse Work Environment, and Inclusive Career Development. The project will help the company integrate print and digital media capabilities, respond to industry trends, create more innovative products, improve consumer choice services, and develop a more productive and efficient workforce.

Grantee: Hennepin Technical College Award Amount: $161,638

Grantee Contact: Leslie Price, 763-488-3705

Contributing Business(es): Omega Force Services

Project Summary: Omega Force Services, headquartered in Rogers with branches in St. Cloud, St. Paul, and Eden Prairie, is a family-owned and operated business that provides comprehensive appliance repair services for a broad range of household appliances. Due to increased demand for its services, the company plans to expand its workforce from 16 technicians to 100 by 2030. While they have the infrastructure to support this growth, they are facing a skilled labor shortage and a lack of formal training programs for repair technicians. Omega Force Services is partnering with Hennepin Technical College to develop a customized training program to prepare new appliance repair technicians, enhance skills of novice technicians, and assist in the company’s goal of increasing the number of technicians who are women and people of color. The 10-week training program will be provided to 41 technicians and consist of four days of paid on-the-job training and 66 hours of classroom training in the areas of Tube and Pipe Fabrication/Brazing, Electrical Circuits, Electrical Diagrams, 1-Phase Motors, Basic Refrigeration, EPA 608 Certification, and Customer Service/Sales. Trainees will earn four college credits for technical training, one credit for customer service training, and EPA 608 certification.

Grantee: South Central College Award Amount: $399,955

Grantee Contact: Tanya Sigurdson, 507-389-7392

Contributing Business(es): Warners’ Stellian Company

Project Summary: Warner’s Stellian, with retail locations in the Twin Cities and warehouse and corporate offices in St. Paul and Minneapolis, is a family-owned and operated appliance retailer and service provider. The company has grown its regional presence with new locations in Iowa and Kansas City and plans to support continued growth by strengthening its relationship with customers, enhancing the technical skills of technicians to keep up with constantly evolving technologies, and reducing turnover rates by creating a high-performance culture that provides a desirable work environment with career growth opportunities. Warners’ Stellian is partnering with South Central College (SCC) to develop an occupational and career development program to be delivered in-person and online and covers five main areas: Diversity, Learning Management System (LMS), Holistic Customer Care, Service Technician, and Leadership. Courses will include Intro to Workplace Diversity, Intro to LMS Systems, LMS Operations & Administration, The Marketing Employee, Professionalizing Workplace Conduct, Methods of De-Escalation, Improving the Customer Experience, Service Center Etiquette, Fundamentals of Service and Repair, Safety Standards, Product Specifications, Operations and Performance Standards, Intro to Leadership, Elements of Leadership, Managing in a Retail Environment, and Leading Remotely.

# Short Form Grants

Grantee: Anoka-Ramsey Community College Award Amount: $49,969

Grantee Contact: Matthew Salo, 763-422-6116

Contributing Business(es): Mid-State Metal Works

Project Summary: Mid-State Metal Works, located in Blaine, is a comprehensive metal fabrication and machining shop specializing in precision CNC machining, laser cutting, metal bending and various welding techniques. The company, which currently employs 47 workers, has experienced significant growth over the past year adding 20 new jobs. This growth necessitates the development of a common workplace language and culture. In addition, the company has training needs to address a skills gap resulting from retirements of highly skilled employees, to assist in the implementation of a new quality management software system, and to develop leadership for internal promotions. The company is partnering with Anoka-Ramsey Community College (ARCC) to develop and deliver training in courses to include One Place-One Team, Tradesman Technical Multi-Skilling, Work Center Accountability & Performance, Unipoint Management Software, and Train-the-Trainer. The company expects the training to improve productivity and quality, and reduce costs, downtime, and turnover, while ARCC will gain experience in a new management software system.

Grantee: Anoka-Ramsey Community College Award Amount: $49,454

Grantee Contact: Matthew Salo, 763-422-6116

Contributing Business(es): Paragon Store Fixtures

Project Summary: Paragon Store Fixtures, located in Big Lake, manufactures and installs custom-made fixtures, display cases, and architectural woodwork for retail, office, and entertainment environments. The company is transitioning from its first-generation leadership to the next generation and seeks to enhance next-generation leadership and management capabilities while also improving the skills of their entire workforce of 60 employees. In addition, the company seeks to proactively provide their employees with tools to manage workplace stress that results from the demands of undergoing a cultural shift while also maintaining high-quality standards and meeting customer demands. The company is partnering with Anoka-Ramsey Community College to provide training in courses that include Organizational Transition, Next Gen Leadership Development, Structuring for Success, Developing a Team Culture, Workplace Professionalism, and Mental Health & Stress Management. All training will be provided to its 60 employees, except for leadership training which will be provided to 20 employees and tailored to specific leadership roles. The company believes the training will help them remain competitive into the future and grow the small business.

Grantee: South Central College Award Amount: $49,858

Grantee Contact: Tanya Sigurdson, 507-389-7392

Contributing Business(es): Onward Energy Mankato Energy Center

Project Summary: Onward Energy’s Mankato Energy Center is a 720-megawatt, gas-fired, combined-cycle electricity generating facility that sells energy under contract to Northern States Power, a subsidiary of Xcel Energy. The company operates in a heavily regulated industry that must meet stringent government rules and regulations that ensure worker, consumer, community, and environmental safety. Due to this operational environment, the company is looking to partner with South Central College to develop a regulatory compliant, Onward Energy-specific training program that includes a Qualified Electrical Worker training program that will serve as a pilot for potential use across its fleet of facilities. In addition, as part of their effort to provide practical, valuable, and accessible education to its employees, the company intends to implement a new Knowledge Management System which it will use to test the effectiveness of Just-in-Time Micro-Burst online training modules. Training will be provided to all 27 employees, including a total of 45 hours of online and on-site instruction, in the areas of Qualified Electrical Worker (QEW), NFPA 70E Regulations, Personal Protective Equipment, and Environmental, Social, and Governance Analytics. The project is expected to help the company ensure a safe, secure, and more certifiable QEW-qualified workforce, while the college will gain new expertise in QEW, NFPA, and ESG training.

Grantee: South Central College Award Amount: $49,411

Grantee Contact: Tanya Sigurdson, 507-389-7392

Contributing Business(es): Ungerman Inc.

Project Summary: Ungerman, located in Plymouth, is a family-owned construction company specializing in fire and water damage restoration and repair, storm damage repair, and other types of repairs in residential and commercial settings. The company recognizes that to remain viable, they must continue to provide high-value, high-quality professional services in a cost-effective manner. To achieve this goal, they have identified training needs: Customer Care, Enterprise Sustainability, and Field Tech Service Skills. The company is partnering with South Central College to deliver training courses to its 75 employees, including Intro to Superior Customer Service, The Marketing Employee, Performance Management, Understanding Financials, Soaring with Strengths and Goal Setting, Restoration Skills, and Safety in the Field. The project will transform the company’s organizational culture so that each employee understands their role in creating a satisfied customer, create a deeper understanding of how small business operates, and increase the depth of technical expertise within the company.

Grantee: University of Minnesota, Technological Leadership Institute Award Amount: $49,542

Grantee Contact: Travis Thul, 651-399-6826

Contributing Business(es): Microfabrication Consortium

Project Summary: The three partnering businesses, Seagate, Honeywell, and Medtronic, located within the metro area, represent a consortium of Minnesota microfabrication manufacturing corporations. Minnesota is home to a nationally leading technology cluster representing much of the microfabrication value chain that includes microsystems design, manufacturing, and integration. Due to federal investments via the CHIPS Act, a historically tight labor market, and worldwide competition, there is a vital need to rapidly upskill and reskill new and existing employees in the industry. The consortium is partnering with the University of Minnesota (UMN) to develop training that will include finite element analysis, electroplating, and microelectromechanical systems for medical and consumer applications. UMN will deliver this training in seven new asynchronous, online courses augmented by hands-on labs and make this training available to 30 additional trainees from other businesses in the larger consortium, including the businesses involved in UMN’s 2023 MJSP grant for semiconductor manufacturing training. In addition, the semiconductor manufacturing curriculum will be made available to the microfabrication consortium members.