

# Work Today A Job Development Program for Rock County

Greater Beloit  
Chamber of Commerce



Population of 36,842

Unemployment rate as of Dec. 2013 9.6%



**Welcome to Beloit**



**Major Employers of Greater Beloit  
2013**

<i>Employer</i>	<i>Product or Service</i>	<i>Website</i>	<i># of employees</i>
Beloit Health System	Medical Services	<a href="http://www.beloithealthsystem.org">www.beloithealthsystem.org</a>	1,556
School District of Beloit	Public Education Grades K-12	<a href="http://www.sdb.k12.wi.us">www.sdb.k12.wi.us</a>	1,194
Birds Eye	Frozen Food Specialty Manufacturer	<a href="http://www.birdseyefoods.com">www.birdseyefoods.com</a>	726
Taylor Company	Food Service Industry	<a href="http://www.taylor-company.com">www.taylor-company.com</a>	671
Frito-Lay	Snack Foods	<a href="http://www.fritolay.com">www.fritolay.com</a>	685
Kerry Americas	Dehydrated Food Products	<a href="http://www.kerryingredients.com">www.kerryingredients.com</a>	654
City of Beloit	Municipal Services	<a href="http://www.ci.beloit.wi.us">www.ci.beloit.wi.us</a>	457
Beloit College	4-year Liberal Arts College	<a href="http://www.beloit.edu">www.beloit.edu</a>	413
ABC Supply Co.	Roofing, Siding and Building Products	<a href="http://www.abcsupply.com">www.abcsupply.com</a>	406
Fairbanks Morse/Goodrich	Diesel Engines & Accessories	<a href="http://www.fairbanksmorse.com">www.fairbanksmorse.com</a>	373
Wal-Mart Super Store	Retail Department Store	<a href="http://www.walmart.com">www.walmart.com</a>	300
Hormel Foods	Canned Meat Products	<a href="http://www.hormel.com">www.hormel.com</a>	284
Ecolab, Inc.	Disinfectants and Germicides Manufacturer	<a href="http://www.ecolab.com">www.ecolab.com</a>	269
School District of Beloit Turner	Public Education Grades K-12	<a href="http://www.fiturner.k12.wi.us">www.fiturner.k12.wi.us</a>	225
Staples Distribution	Office Supply Distributor	<a href="http://www.staples.com">www.staples.com</a>	220
Serta Mattress Co.	Mattresses	<a href="http://www.serta.com">www.serta.com</a>	210
Scot Forge	Iron/Steel Forgings Manufacturer	<a href="http://www.scotforge.com">www.scotforge.com</a>	204
Axiom Foods, McCleary's Inc.	Food Products-Machinery Manufacturers	<a href="http://www.mcclearys.com">www.mcclearys.com</a>	174
First National Bank & Trust	Financial Institution	<a href="http://www.bankatfirstnational.com">www.bankatfirstnational.com</a>	166
Beloit Health & Rehabilitation	Skilled Nursing Care & Short-term Rehabilitation	<a href="http://www.beloitsskillednursing.com">www.beloitsskillednursing.com</a>	152
Woodman's Food Market	Supermarket	<a href="http://www.woodmans-food.com">www.woodmans-food.com</a>	150
Durst-Masteregear	Motor and Generator Manufacturer	<a href="http://www.durstusa.com">www.durstusa.com</a>	150
Diamond Foods Inc.	Potato Chip Manufacturer	<a href="http://www.diamondfoods.com">www.diamondfoods.com</a>	146
Morse Group/Amp Electric	Electrical Contracting Firm	<a href="http://www.themorsegroup.com">www.themorsegroup.com</a>	140
Community Health Systems	Medical Services	<a href="http://www.communityhealthsystemswi.org">www.communityhealthsystemswi.org</a>	120
Metso Paper USA	Paper Mill Supplies Manufacturer	<a href="http://www.metsopaper.com">www.metsopaper.com</a>	120
Paperchine	Paper Mill Machinery Manufacturer	<a href="http://www.paperchine.com">www.paperchine.com</a>	110
Avid Pallet Services, LLC	Manufacturer and Distributor of pallets and lumber products	<a href="http://www.avidpallet.com">www.avidpallet.com</a>	100
Regal-Beloit	Cutting tools/Power trans equipment	<a href="http://www.regalbeloit.com">www.regalbeloit.com</a>	100
Alliant Energy	Utility service provider	<a href="http://www.alliantenergy.com">www.alliantenergy.com</a>	90
Wisconsin Knife Works	Cutting Tools	<a href="http://www.wkwinc.com">www.wkwinc.com</a>	88
Dupont	Develops and markets enzymes	<a href="http://www.biosciences.dupont.com">www.biosciences.dupont.com</a>	80
Cotta Transmission	Transmission and gearbox Designer and Manufacturer	<a href="http://www.cotta.com">www.cotta.com</a>	67
Beloit Daily News	Media Newspaper	<a href="http://www.beloitdailynews.com">www.beloitdailynews.com</a>	56

# Work Today Partners

Private business partners paying to be members of our alliance currently include:

Blackhawk Transport  
Dupont

Cotta Transmission  
Regal Beloit

Kerry Ingredients, Fairbanks Morse, Beloit Health System along with Hendricks holding Company are currently on the alliance in an advisory capacity.

Work Today has also received a grant of \$5,000 from the AT&T Foundation

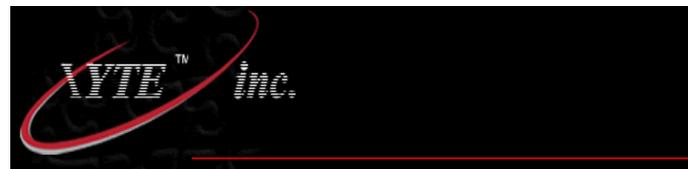
- \* **Work Today** encourages job growth by moving low-income individuals and job seekers with limited work experience into meaningful employment.
- \* A unique feature of the program is the Identification of a “model employee” by our partner companies. Those employees will be administered “Xyte” a successful profiling tool which identifies peoples innate strengths and talents.
- \* Our participants will take Xyte and then be matched with a company based on their results.

# Teachable Fit



- \* Teachable fit is a concept that focuses on four questions:
- \* What capabilities are essential to performing the job?
- \* Which of these are teachable in an efficient way?
- \* Is there adequate time and money to develop these capabilities in the candidate?
- \* And do candidates have the capacity (both the motivation and capability) to develop them?

# The participant training process



# Building a strong workforce

	Strategy	Measure
	Identify driver industries for the region both currently and for the future	Identify and train workers for the driver industries, for which placements should occur quickly.
	Train workers to meet the skill needs of these driver industries	Identify skill sets for each driver industry for entry level employment.
	Continually communicate with employers to ensure that their needs are still being met, and change as accordingly.	Together industry partnership and career pathways provide the system change required to move industry-led, employer-driven, worker focused models of training forward.

# Work Today Model

