FREE Corporate Development Webinars Discuss Indiana’s Diversity Partnerships

Please join us for our sequel to the Corporate Development Webinars, Series 2. These courses, designed for community rehabilitation provider staff and vocational rehabilitation counselors, foster in-depth discussion on critical issues related to corporate/business development in Indiana.

Joining in is free, and you can participate from your office or from home in your pajamas for that matter! Connect to this live presentation using your computer.

Log in at http://breeze.iu.edu/r34846917.

For this series, we will be joined by a variety of expert, guest speakers. Each webinar will take place from 10-11 a.m. EDT.

Dates and scheduled topics:

1. July 14: Working with Pitney Bowes
2. July 21: Working with Lowe’s
3. July 28: Working with CVS
4. August 4: Single-Point-of-Contact System
5. August 11: Provider Networks & Corporate Development 2
6. August 18: Indiana Career Connect
7. August 25: Candidate Selection
8. September 1: DOL/Affirmative Action Planning
9. September 8: Ticket to Work Update

You’ll be able to ask questions during the webinars. In addition, a recording and PowerPoint.

Please note computer requirements on page 4.

Indiana connects with ‘Think Beyond the Label’ campaign

Businesses reaching out to Indiana’s disability communities can "lower turnover, increase productivity, and reduce recruiting costs by as much as $2,500 per hire," according to "Think Fast," an article featured in the May/June issue of Building Indiana magazine. What’s more, they could be entitled to direct tax and training credits exceeding more than $6,000 if they hire a person with a disability. Co-authored by James Emmett, Corporate Development consultant to Indiana Vocational Rehabilitation, and Julie Cook, project manager for the Medicaid Infrastructure Grant, the article encour-
The Business Partner Summary

Notes from the Front Lines

1. Walgreens

The first class of four from the Ft. Wayne Goodwill Retail Training Program have graduated and are hoping to secure a job with Walgreens stores as soon as an opening becomes available. Two graduates have obtained other retail employment. The Valparaiso Return Center has successfully developed a Transitional Work Group, support staff partnerships, and high school work study programs, however, all hiring is currently on hold.

2. ACS

Ongoing linkage continues between the Corporate Development (CD) project and ACS. ACS has been bought out by Xerox so the collaboration is in some flux. ACS has communicated weekly job openings across the state to Vocational Rehabilitation and community rehabilitation providers. To date, ACS has hired 13 Vocational Rehabilitation clients.

3. United Association of Plumbers & Pipefitters

CD project staff remain in communication with UA staff and are recruiting candidates for the new Apprentice class. The UA local in Indianapolis has committed to helping Corporate Development develop collaborations with all construction industry unions across the state.

4. Best Buy

CD staff are meeting with the Best Buy corporate team to look at stores across Indiana and to start a recruiting collaboration. CD staff are working on a hiring partnership with the new Distribution Center in Sheperdsville, Kentucky. Hiring at this center is set to begin very soon.

5. CVS

CD, working with Easter Seals Crossroads, has begun a recruiting collaboration with the CVS Distribution Center in Indianapolis. Two applicants have been hired, and several more have been referred for positions.
6. Vera Bradley

   CD, Pathfinders, and Vera Bradley staff met recently and discussed completing weekly blasts of company job openings to the local disability community as well as creating a candidate tracking system to support follow-up with candidates who have applied for jobs at Vera Bradley.

7. Pitney Bowes

   CD staff and the Single Point of Contact (SPOC) toured the Pitney Bowes Distribution Center in Whitestown and the mail operation at the Government Center. Five months of weekly email blasts with Pitney Bowe’s openings have gone to Vocational Rehabilitation offices and community rehabilitation providers in the Indianapolis area. Several Vocational Rehabilitation candidates have applied for positions, and to date, three have secured employment.

8. PDF, Incorporated

   CD project staff has facilitated creation of an affirmative action and outreach plan. PDF provides information about all job openings to the company’s Single Point of Contact.

9. Contech

   CD project staff has reviewed the Contech affirmative action plan and is publishing all job openings of this company to the local Auburn/Fort Wayne disability community.

10. Ross Group

    CD project staff met with Ross Pangere, CEO of the Ross Group. Corporate Development is helping him create a 2010 recruiting plan focused on identifying qualified candidates with disabilities.

11. Lowe’s

    The Lowe’s Distribution Center in North Vernon has initiated an aggressive recruiting outreach campaign to the disability community. CD project staff have completed over 40 hours of planning and 40 hours of disability awareness and natural support training with the Lowe’s management team related to the current outreach. Lowe’s has hired 12 individuals, who are currently working full time.

12. Alpha-Rae Personnel

    CD project staff have met several times with the Alpha Rae team. The culture of this business is being impacted by disability-focused systems, such as application accommodations and set up of collection of the Work Opportunity Tax Credit.

13. Fort Wayne Metals

    CD project staff have met with leaders at the company to discuss collaboration. The next step is for the Single Point of Contact to analyze the jobs in the company’s assembly/production unit.

Continued on page 4.
14. Raytheon

CD project staff recently met with Raytheon human resource staff to create a recruiting system for the company that taps the disability community.

...See next month’s issue for new collaborations:
- Frito Lay
- Office Max
- RCI

Webinar Computer Requirements

for each presentation will be posted afterward at www.iidc.indiana.edu/cclc.

You’ll need a computer with speakers, an Internet connection, and a browser with the Flash Player plugin (free software). To verify your version of Flash and download the latest update, go to www.adobe.com/products/flash/about.

Attendees who have never used Adobe Connect or who are using it on a new computer or from a new location should test their connection well in advance of the scheduled meeting, to be sure they are able to enter the meeting room. For questions or assistance, contact Susan Henning-Harris at skharris@indiana.edu or 812-855-5987.

We’re on it...

Corporate Development and Indiana Vocational Rehabilitation are working to ensure that businesses, providers, clients and their families, as well as the general public understand the need for collaboration, connection and communication. With this first issue of The Corporate Advantage we’re hoping to start the conversation. The Corporate Advantage will publish quarterly, with monthly corporate updates between issues. In addition, there’s a website in the works and more communications coming soon.

But we’d love to hear from you. We want to know about and share your success stories; your people profiles; your innovative recruitment, retention and inclusion solutions; or even your frustrations and conundrums. If we don’t have a solution, maybe someone else does. The Suggestion Box is open. (The editor reserves the right to cut it short and keep it clean, of course.) Send your comments, complaints, or questions to Jean Updike—jean.updike@fssa.in.gov.