

Training Your Workforce, Greening the Shop Floor, Increasing Your Profits



Did you know that a recent survey* found that 57 percent of manufacturers that have implemented some type of green initiatives said they did so for the long-term economic benefit? Once thought of as merely a way to attract customers or the “right” thing to do, manufacturers and others are now recognizing that there is real money to be made by going green. The same study found corporate level executives identify process improvements as the number one driver of productivity improvements.

Whether your company is just beginning to look at ways to operate greener or you have already achieved certifications like ISO 14001, the BlueGreen Alliance Foundation’s GreenPOWER program offers training that can help you maximize the profit of your sustainability initiatives.

GreenPOWER offers a unique curriculum that can help all of your employees — shop floor workers to upper management to maintenance technicians to sustainability coordinators — recognize how a company can save money by operating more efficiently. With GreenPOWER training, your company’s entire workforce can find money-saving opportunities in their daily jobs by employing techniques to reduce energy use, reduce waste, and improve your company’s bottom line.

BUSINESS PROFILE

Viking Drill & Tool

One of the first companies to partner with BGAF’s GreenPOWER program was Viking Drill & Tool, a St. Paul manufacturer of high-quality cutting tools. According to Viking staff, enrolling in GreenPOWER’s program allowed Viking employees to think about the operations they perform everyday and consider ways to make them more efficient.

One improvement Viking has made to reduce its waste was purchasing an oil press to remove oil from its steel sludge — a by-product of production. This modification not only allowed the company to resell its steel tailings for 60-70 percent more than it could previously, this process also reclaims fifty gallons of oil a day which Viking can reuse in its operations. Due to this, Viking estimated the \$60,000 steel press would pay for itself within a year.

Viking also purchased a shredder to create packaging material from the company’s used cardboard — lowering the company’s packaging costs and reducing the solid waste that would have otherwise gone to the landfill at the company’s expense.

*McGladrey Manufacturing & Distribution Monitor, a survey of 600 C-Level executives across 39 states

“By taking part in the GreenPOWER program, and by investing in the ‘green’ skills of our workforce, we are saving money on energy consumption, reducing waste and becoming more competitive in an increasingly competitive market. GreenPOWER is preparing our employees for a global economy in which environmental performance counts.”

— DENNIS NYHUS, PRESIDENT, VIKING DRILL & TOOL

“Any training we get from GreenPOWER will more than ten-fold pay for itself. Any small improvement compounds over years and years, so anything we can save today will enhance our profitability as we progress.”

— DENNIS SPIESS, DIRECTOR OF OPERATIONS, PENTAIR TECHNICAL PRODUCTS

GreenPOWER offers a variety of courses — developed by Purdue University — ranging from a one-day “Green 101” workshop to an in-depth week-long Green Specialist series that prepares participants to receive certification from the Society of Manufacturing Engineers. With our training program, your employees can learn to:

- Implement sustainability initiatives that give you the maximum return on your investment;
- Bring your company closer to zero landfill status;
- Lower your energy and water bills;
- Reduce air pollution and create a healthier work environment; and
- Implement green chemistry principles throughout your company.

GreenPOWER can work with you to tailor our courses to your company’s needs or specific circumstances. Whether this means offering our courses on-site, incorporating environmental initiatives your company has already undertaken, or setting a flexible training schedule that best meets your needs, GreenPOWER will work with you to ensure your company and workforce receive the maximum benefit from our training.

GreenPOWER is also working to bring our training to industries other than manufacturing.

WHAT YOU’LL GET

By participating in GreenPOWER’s training program, you will be able to:

- Ensure your entire workforce is looking at ways to make your company more profitable and efficient;
- Work with us to personalize any of our classes on energy management, air pollution, waste management, water conservation, green chemistry and sustainability practices to your company’s unique needs; and
- Show clients and consumers that you have taken concrete steps to improve your company’s sustainability performance.

“The thing that stuck with me from all of the GreenPOWER classes combined is that it is just as much the employees’ part that goes into trying to keep [green processes] going as it is a company’s.”

— ROBIN ANDERSON, GREENPOWER GRADUATE

To learn more about GreenPOWER training, please call 612-466-4512/1-888-393-0901 or visit www.bgafoundation.org/greenpower.

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Get Help Finding Your Next Job



In order to compete in today's economy, employers know that they have to green up their workplaces — reducing energy use, waste and pollution — to save money and make their businesses more profitable. GreenPOWER's innovative training program provides workers with the skills that employers are looking for in today's workforce. If you are unemployed, underemployed, or interested in greening up your current job, completing the GreenPOWER training program will show employers you have the skills needed to make their business more productive, profitable and green. GreenPOWER training gives you a leg up over other applicants in your job search.

As part of GreenPOWER's training program, you will learn to:

- Increase a company's profitability and efficiency;
- Reduce solid waste;
- Lower energy and water use;
- Reduce air pollution;
- Apply green chemistry principles and techniques; and
- Implement a comprehensive environmental management or sustainability program.

GreenPOWER's training program varies from a one-day "Green 101" workshop to an in-depth week-long Green Specialist series that prepares participants to receive certification as a Green Manufacturing Specialist from the Society of Manufacturing Engineers (SME). GreenPOWER also offers courses to help participants in their job search and to prepare them for the SME exam.

GreenPOWER has already trained thousands of workers from all types of work — everyone from engineers to assembly line workers, environmental managers to construction workers. Over sixty percent of GreenPOWER's alumni — including one in three previously unemployed participants — are now working at over 160 companies after taking part in our jobs training program.

HOW GREENPOWER HELPS YOU

By taking GreenPOWER's training, you will:

- Learn the skills that employers are saying they are looking for job applicants;
- Participate in short-term certificate courses that will make you more marketable to businesses;
- Be able to tell employers that you can increase their profits by helping them manage their energy use wisely, lower air pollution, reduce solid waste, save water, smartly use chemicals and dispose of chemical waste, and implement a sustainability plan;
- Have access to classes that can help you effectively search for a green job; and
- Be eligible to receive certification as a Green Manufacturing Specialist from the Society of Manufacturing Engineers after passing an exam.

GreenPOWER is funded by a grant awarded by the U.S. Department of Labor's Employment and Training Administration.

"We've seen the benefit of having GreenPOWER training in-house, so if we had a candidate that had that kind of training, we'd definitely take a second look at them."

— MARY PETERSON, HUMAN RESOURCE MANAGER, VIKING DRILL & TOOL

Hands-On Training to Make Money in Greener Businesses and a Greener Economy

Our innovative training program shows participants how to lower costs by 70-80 percent with basic sustainability improvements.



GreenPOWER's courses — developed by Purdue University — mix classroom workshops with interactive simulations and real-life case studies. This teaching technique ensures participants understand how to apply the program's lessons immediately when they return to work. These are the green skills that will be needed in the growing green economy.

GREEN GENERALIST

Described as "Green 101," GreenPOWER's Green Generalist workshop is a fast paced one-day course that gives participants an understanding of environmentally friendly business practices and how they can help businesses save money.

GREEN SPECIALIST SERIES

GreenPOWER will work with businesses to customize our week-long training program to their unique needs. GreenPOWER's Green Specialist training series covers:

Air Pollution

- Explore ways to reduce air pollution and improve air quality within facilities.
- Develop an understanding of the climate challenges related to greenhouse gas emissions.

Energy Management

Identified by participants as one of GreenPOWER's biggest potential money-savers.

- Learn how reducing energy use and investing in energy efficiency measures can dramatically cut costs.
- Gain an understanding of traditional and alternative energy sources and how energy audits identify potential energy-savings.

Green Chemistry

- Identify options to reduce chemical use and/or use safer chemicals throughout businesses.
- Learn how to meet regulatory requirements and achieve a healthier, safer environment.

H2O Conservation

- Determine strategies to incorporate water conservation, the reuse of waste water and other water management practices into the design and operation of any water system.

Sustainability Planning

- Develop the business case for implementing a comprehensive sustainability program that considers the triple bottom line: people, planet and profit.
- Consider the importance of including a company's supply chain in any sustainability plan.

Waste Management

GreenPOWER's most popular class.

- Decrease a company's solid waste by using the 4Rs of Waste Reduction — Refuse, Reduce, Reuse, Recycle.
- Learn how companies can reach and achieve a zero waste work facility.

“Each of the six GreenPOWER classes gave me a new perspective on identifying and eliminating waste and looking at manufacturing differently.”

— RICHARD LANDOWSKI, GREENPOWER GRADUATE

SME GREEN MANUFACTURING SPECIALIST CERTIFICATION

Graduates of GreenPOWER's Green Specialist program have the opportunity to take the Society of Manufacturing Engineers' (SME) Green Manufacturing Specialist certification exam. This exam tests participants' knowledge of sustainability and global conditions, solid waste management, energy management, green chemistry, water conservation, recycling, pollution control and environmental business management. One participant described the SME exam as “one of the toughest tests I've ever taken,” but GreenPOWER's graduates have achieved a pass rate well above the national average.

OTHER COURSES

GreenPOWER is continually working to develop additional courses in response to requests from businesses and participants. In addition to our core green curriculum developed by Purdue University, we also offer the following:

- **Job Search Strategies-** This course gives participants an overview of techniques to use while searching for a job and discusses how they can leverage the GreenPOWER experience when interviewing.
- **Land Recycling-** This course gives participants an overview of land sustainability and discusses the 3 phases of an ASTM environmental site assessment, EPA brownfields, superfund sites, underground storage tanks, soil remediation and LEED credits.
- **OSHA 10 General Industry Outreach Training-** This entry-level course teaches and prepares participants to recognize and prevent hazards in construction, manufacturing, healthcare, warehouses, distribution and other settings.
- **SME Review-** This course reviews the material covered in the Green Specialist courses in order to prepare students for the SME Green Manufacturing Specialist certification exam. With this class, approximately 70 percent of GreenPOWER's students have passed the SME exam.

To learn more about GreenPOWER training, please call 612-466-4512/1-888-393-0901 or visit www.bgafoundation.org/greenpower.

Partnering to Fill the Skills Gap

In response to requests from manufacturers, GreenPOWER has partnered with a number of community and technical colleges in order to train individuals in the hard skills needed to fill the well-documented skills gaps that businesses are unable to fill with the current workforce.

One of the most successful partnerships of BlueGreen Alliance Foundation's GreenPOWER program is with Anoka Technical College. In this program — called Anoka Green! — participants take GreenPOWER sustainability training along with Anoka Technical College's Precision Sheet Metal coursework.

Local manufacturers and businesses — including E.J. Ajax, Firestone, Micron Metalworks, Olympic Steel, Pentair Technical Products, and Volt — have recognized the success of this joint program, and these and other local businesses have quickly hired approximately seventy percent of Anoka Green! graduates.

GreenPOWER is prepared to replicate this success throughout the country.

“With this training, we aren't walking off the street into a job without knowledge. We know what we are looking at, whether it be the turret or laser or the break press. We can also look around a factory and tell you, ‘Maybe you can save money by doing this greener now.’ Manufacturers can know we will be able to operate their machines immediately, and they won't have to wait six months in order to trust us with them.”

— SHELBY WOODRING, ANOKA GREEN! GRADUATE

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