

Supply Chain Educator

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FLORIDA'S LEADING SOURCE FOR SUPPLY CHAIN EDUCATION

FALL 2009

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The **Employ Florida Banner Center for Logistics & Distribution** is a consortium of the Florida Community Colleges and Universities that have joined together to serve as a resource for logistics & distribution education, training, and professional development in the state of Florida.

The Banner Center works in concert with our consortium institutions:

- **Lake City Community College**
www.lakecitycc.edu
- **University of North Florida**
www.ce.unf.edu
- **Polk State College**
www.trainingmatrix.com/polk
- **Florida State College at Jacksonville**
www.fscj.edu
- **University of Florida SCALE Center**
www.ise.ufl.edu/scale
- **Embry-Riddle Aeronautical University**
www.erau.edu
- **Broward College**
www.broward.edu
- **Gulf Coast Community College**
www.gulfcoast.edu

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Florida's Future Workforce

By Joanne Kazmierski
Mgr. of Community Outreach, JAXPORT

If the world were a village of 1,000 people, the village would be made up of 590 Asians, 123 Africans, 95 Europeans, 84 Latin Americans, 55 former Soviet Union Members, and 53 North Americans. Add to this the world of internet technology and your business competition is no longer your neighbor next door it could be someone thousands of miles away in a foreign land. To students today, a foreign friend or business opportunity is just a mouse-click away.

Career academies differ from traditional academic and vocational education because they prepare high school students for both college and careers. The International academies in Northeast Florida provide broad information about trade, logistics, distribution, business and marketing, and weave these disciplines into an academic curriculum that qualifies students for admission to a four-year college or university. Studies have found that students in career academies perform better in high school and are more likely to continue into postsecondary education, compared to similar students in the same schools.

The Jacksonville Port Authority (JAXPORT) and its business and industry partners in Northeast Florida are preparing youth for the logistics and supply chain jobs of tomorrow in regional high schools through Career Academies that are in tune with today's technology. Students at First Coast and Ponte Vedra High Schools in grades 9th through 12th have the opportunity to learn about international trade, logistics, business and marketing. Students and teachers are

being exposed to a variety of field experiences that enhance classroom instruction through guest speakers, field studies, job shadowing, mentoring and internships.

The Employ Florida Banner Center for Logistics & Distribution (Banner Center) has been actively involved in supporting the Career Academy movement by supporting grants for high school studies, post-secondary articulation and garnering recognized industry certifications through partnerships with the American Society for Transportation and Logistics and the Council of Supply Chain Management Professionals.

To support International Trade, there are a plethora of warehouses and distribution centers throughout the state. Realizing the need, the Banner Center led the charge in creating new curriculum frameworks to launch the Global Logistics and Supply Chain Technology Career Academy.

This new Career Academy will focus students on learning skill sets needed to run a business among any strand in the Supply Chain. Starting Fall 2010 several North Florida Counties will offer this academy, thanks to the strong support from regional economic development, education, business and industry partners.

As the age-old African proverb goes, "It takes a village to raise a child."

Career Academies include the right partners in that "village" to raise our students to be our supply chain leaders of tomorrow.

To learn more, please visit
www.logisticsbannercenter.com.



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Education and Industry Working Together

By Teresa Barber
Fairfield Index, Inc.

The supply chain industry is one of the fastest-growing industries in Florida, and is needed by virtually every company and government.

In mid-2008, Florida's logistics and distribution sector employed more than a half million people at about 56,000 locations throughout the state. These workers earn an average annual wage of \$52,819, 33% higher than the state's total average wage of \$39,776.

According to labor market statistics, more than 70% of Florida's current labor force will still be in the workforce 12 years from now, and 11,000 new trained workers are needed yearly.

At the same time, new technologies, increased business complexity, and greater integration across companies and geographies have heightened the need for more comprehensive supply chain knowledge and for training in relevant and cutting edge logistics and distribution skills.

Working with community colleges and universities in partnership with Workforce Florida, economic developers, industry leaders and experts, Employ Florida's Banner Center for Logistics & Distribution in Lake City serves as a statewide resource for logistics and distribution education, training and professional development.

The Banner Center's mission is to ensure that employers have a qualified, capable, highly trained, certified workforce to help make their companies more competitive.

Because learning and training should be continuous and ongoing, the Banner Center established an Advisory Board of more than 45 industry experts to find

out what professional development or educational programs are needed. Southeast Toyota, Walmart, Davis Trucking, and the Florida Department of Transportation are just a few of the organizations whose employees have received training to upgrade their skills.

Partnerships — Key in Strengthening the Supply Chain

The Employ Florida's Banner Center for Logistics & Distribution is making supply chain education available through its college and university partners. Through such collaboration, training programs can be offered statewide.

- > Since 2007, over 400 students have trained in a truck driver safety program using a state-of-the-art truck simulator at Lake City Community College. Students can earn an Associate Degree in Supply Chain Management or a college credit certificate in Logistics, Distribution and Transportation in an online program. In 2009 several area businesses participated in Six Sigma Green Belt Certification Training, provided by a partnership with the Banner Center and University of North Florida's Center for Quality.
- > The University of North Florida's Transportation and Logistics program — ranked No. 13 in the nation by Supply Chain Management Review — is opening a new Logistics Information Technology Solutions Laboratory on its campus in Jacksonville. It is the first such lab in Florida and one of only a handful on college campuses in the U.S.
- > Polk State College's Supply Chain Management Institute offers courses in basic warehouse safety, supervisory management leadership skills, law and ethics, and in four major aspects of the supply chain. Since 2007, 350 participants from more than 50 companies, including

Mosaic, Publix, Comcar, Florida Natural Products, Rooms To Go, and Badcock & More, have completed training classes.

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The Supply Chain Management Institute at Polk State College

announces the completion of its supply chain simulator lab. Designed to duplicate the nerve center for warehouse and distribution operations, the simulator will run warehouse and transportation management software as well as warehouse design and layout software.

The lab will be used for all levels of training for the supply chain industry including high school career academies, the Workforce Youth Leaders program and supply chain industry training from entry level to management level. In the future, the lab will have the ability to be used by our Banner Center partners from remote locations. The project was supported by a grant from the Federal Highway Administration and input from industry partners.

For more information or demonstration please contact: Wayne Kline/Sharon Schoolcraft at 863.669.2820 or wkline@polk.edu or sschoolcraft@polk.edu.

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Engineer Gears Up for Supply Chain Career Move

By Robin Steele Fall
Student, Banner Center for Logistics & Dist.



I am studying in the supply chain management and logistics program developed by the Banner Center and education consortium. My background is in computer science

and engineering, and the import/export business. I help run a small family-owned import/export business with operations in Italy, Africa, and Florida.

The supply chain industry has fascinated me since the day I was standing in an overseas port looking out the window in Dakar, Senegal, and noticed a carrier with thousands and thousands of containers, and that sparked my career interest. After that moment, I wanted to know more about the industry, so I started researching supply chain information, and I discovered a whole discipline around supply-chain management and logistics.

I also discovered a community college program in supply chain and logistics sponsored by the Banner Center. It was online, which is perfect for me because

I travel quite frequently. The program provided scholarships for the Supply Chain Management Associate in Science Degree and also as a student I was able to get a scholarship to study Six Sigma. I received my Six Sigma certification and an internship with PenserSC, a third-party logistics company, located in Jacksonville.

Another benefit to my career by this particular program is that I was able to attend the Council of Supply Chain Management Professionals 2009 Global Conference in Chicago as a student member with a scholarship awarded by the Jacksonville CSCMP Roundtable. I met lay people, students, and supply chain professionals from all over the United States and from countries all over the world, there were about sixty different countries represented.

I am truly enjoying this learning experience. One of the benefits of attending a community college is the smaller class sizes. The textbook we used for the Warehouse class is the bible of warehousing. I have spoken with several students who are graduating with four-year degrees, who have never heard of this book and who have never practiced warehouse profiling. I was able to do this in a community college class, because the Banner Center has a fabulous program, great books, and great teachers.

I am ready to move into this field and feel fully prepared. Actually I feel like I have already done some of the work because one of the things I was able to do during my internship was to actually layout a warehouse, so I'm ready for that. And I'm very excited about everything that is going on in Jacksonville with the JAXPORT expansions. I think that Florida is on its way to being a real supply-chain center or, as they have named it, "America's Logistics Center."

To learn more, please contact us at 386.754.4492 or visit www.logisticsbannercenter.com.



AST&L is a professional organization founded in 1946 by a group of industry leaders to insure a high level of professionalism and promote continuing education in the field of transportation and logistics.

AST&L's mission is to facilitate education and certification in the fields of transportation, logistics, and supply chain management. Please visit our web site, www.astl.org.

St. Johns County Schools Awarded "Touchpoints for Tomorrow" FDOT Grant

St. Johns County Schools has received the "Garrett Morgan Technology and Transportation Education Grant." The purpose of the program (GAMTTEP) is to improve the preparation of students, particularly women and minorities, in science, technology, engineering, and mathematics (STEM) through curriculum development and other activities related to transportation.

The collaborating partners represent K-12 education agencies, higher education institutions, state and national job-training centers, and several leading

logistics business firms, all of whom understand the value of real-world exposure and its return on investment from the workforce of tomorrow.

The grant is a partnership between JAXPORT, St. Johns County's Academy of International Business and Marketing (with an emphasis in Logistics), Duval County's International Trade Career Academy, the Employ Florida Banner Center for Logistics & Distribution and University of North Florida, Division of Continuing Education.

The partners have identified relevant activities that will enable teachers and students alike to touch on seven components within the broad

Transportation and Logistics industry. Transportation components, for purposes of this proposal, will be referred to as 'touch points', are as follows: Shipping, Logistics/ Distribution, Warehousing, Trucking, Rail, Manufacturing, and Port operations.

Key components of the Career Academy model will emphasize STEM skills and expose students, particularly women and minorities, to career and post-secondary opportunities with the Transportation, Logistics and Distribution industry.

For more information please contact Paula Chaon at St. Johns County Schools: chaonp@stjohns.k12.fl.us.

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Florida 14 Ports: Jobs for Half a Million, Economic Value in Billions

Cargo activity at Florida seaports last year continued to generate strong job growth and economic activity, according to a new study released by the Florida Ports Council and the Florida Maritime Leadership Coalition.

Cargo of all kinds passing through Florida's 14 deepwater ports was responsible for generating more than 550,000 direct and indirect jobs and \$66 billion in total economic value, according to the findings of Martin Associates, an internationally renowned maritime economic analysis firm.

The study, which measures economic impacts in terms of jobs, personal earnings, business revenue, and state and local taxes, found that maritime cargo at Florida seaports contributed \$1.7 billion in state and local taxes in 2008. All told, cargo activity at the state's 14 public seaports accounted for 9% of the 2008 Florida Gross Domestic Product of \$734.5 billion.

U. S. trade data recently cited by Governor Charlie Crist found that Florida's international trade reached a record \$130.5 billion in 2008, of which \$82.5 billion flowed through the state's seaports.

"Together, these figures clearly illustrate just how important our seaports are to Florida's economy and standard of living," said Bruce Brecheisen, vice president of Seaboard Marine, the Port of Miami's largest cargo shipping line, and a director of the Florida Maritime Leadership Coalition. "Not only do our 14 ports provide hundreds of thousands of good-paying jobs at businesses throughout the state and nearly \$2 billion in tax revenues, but they also play a pivotal role in delivering the consumer goods and raw materials that keep Florida operating." Almost everything Floridians wear, eat, or use in their daily lives flows through our seaports. Goods include

automobiles, lumber, cement, steel, t-shirts, blue jeans, coffee, fertilizer, melons and bananas, orange juice, furniture, household appliances, gasoline and other petroleum products, computer equipment, cell phones, and the list goes on.

The Martin Associates cargo study did not include economic impact of cruise operations, which are significant in Florida, the cruise capital of the world. According to the Cruise Line International Association (CLIA), 54% of all U.S. cruise passengers boarded cruises from one of Florida's cruise ports. The cruise industry generates 126,546 jobs and \$5.2 billion in wages in Florida.

"When you add the cargo and cruise industries together, you get steady, good-paying jobs for Florida workers," said Darryl "Mike D." Payne, president of ILA Local 1526, in Fort Lauderdale and a director of the Florida Maritime Leadership Coalition. "Florida's seaports make it possible to support our families and provide for our children's future."

Despite the seaports' proven impact on Florida's economy, the state invests less than 2% of its transportation funds on seaport infrastructure projects. That's why Florida maritime leaders are advocating for more port funding this Legislative session as part of the state's economic stimulus efforts.

Port infrastructure improvements yield a \$6.90 return in economic activity for each \$1 of state investment, according to studies sponsored by the Florida Department of Transportation.

"We are challenging the Governor and the Legislature to invest in our state's seaports to quicken Florida's economic revival," said Phillip C. Allen, port director of the Port Everglades. "We are pledging to match state funding on a 50-50 basis, as we have consistently done in the past, to facilitate our ports' continued competitiveness in the global economy.

Right now, we have 1,865 construction jobs at Port Everglades and more than 3,000 across the seaports. Those steady, well-paying jobs depend on it."

The Florida Ports Council is a nonprofit organization that represents the interests of Florida's 14 public seaports. For more information, visit www.flaports.org.

The Florida Maritime Leadership Coalition, based in Tallahassee, was recently created as a nonprofit organization to advocate for the entire maritime industry. FMLC members include cargo shipping companies, port tenants, cruise lines, the International Longshoremen's Association, trucking companies and the seaports.

For more information, please visit www.floridamaritimeleadership.com.

e-facts

By Manny Mencia
Senior Vice President
Int'l Trade & Business Dev.
Enterprise Florida
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International Trade in Florida

- > Nearly 1.3 million jobs in Florida depend on international business
- > 43,000 companies in Florida export products or services (second largest concentration in the U.S.)
- > 97% of Florida exporters are small and medium sized companies
- > SME's account for 63% of Florida exports (national average is 29%)
- > Florida is 3rd in the nation in manufacturing export intensity
- > International companies grow faster, are more profitable, pay higher wages and are more resilient during economic downturns



Supply Chain

Transportation Advantages in Florida Reaching the World

Interconnected transportation systems ensure swift, efficient movement of people and products

By Janet Ware, Florida Trend

> **Port Everglades** (Fort Lauderdale)
Construction is on schedule for the opening of the world's largest single-ship cruise terminal at Port Everglades in fall 2009. At a cost of \$75 million, the 240,000-square-foot Terminal 18 will feature 90 check-in counters, 3,000 seats, and a children's play area for guests waiting to embark on Royal Caribbean International's new 5,400-passenger sister ships Oasis of the Seas and Allure of the Seas, launching from Port Everglades in December 2009 and December 2010, respectively.

> **Port of Miami**
The Florida Department of Transportation expects in October 2009 to issue a notice to proceed on design and construction of a \$1.5-billion tunnel linking the Port of Miami to the MacArthur Causeway and I-395. The project, which is expected to generate hundreds of jobs, will help ease the passage of cargo flowing through the port and lessen congestion along surrounding streets.

> 70% of Florida's international commerce moves by water.

> **Port of Tampa**
In June 2009, the Florida Department of Transportation announced plans to build a dedicated truck ramp from the Port of Tampa to the Interstate highway system as part of the \$600-million Interstate 4—Crosstown Expressway Connector project that is scheduled for completion in 2014. Meanwhile, work will be completed by November 2009 on 14.5 acres of additional paved storage, bringing the port's total container area to 40 acres.

> **Port of Jacksonville**
Representatives from JAXPORT and the Hanjin Shipping Company of Seoul, South Korea, have signed a 30-year lease agreement for construction of a 90-acre

container facility at the Dames Point Marine Terminal. The \$300-million project is expected to open in late 2011. In July 2009, JAXPORT received a \$3-million grant from the U.S. DOT to upgrade the St. Johns River Ferry gantry ramp systems; the manual mechanisms at each ferry terminal ramp will be replaced with more reliable hydraulic systems.

> **Port Manatee**
Port Manatee's stature as an emerging container port took a leap forward in May 2009 when officials from the port and the Panama Canal Authority signed a two-year strategic alliance to encourage trade between the two and establish a platform for collaborative marketing and information sharing. The move comes as part of Port Manatee's ongoing efforts to increase its ability to handle the larger "post-Panamax" ships that are expected to call when the Panama Canal's \$5.24-billion expansion is completed in 2014.

> **Port Canaveral**
Royal Caribbean's new Freedom of the Seas — the world's largest cruise ship with a carrying capacity of 5,728 passengers and crew — began sailing out of Port Canaveral in May 2009. In anticipation of this and the arrival of two new Disney cruise ships in 2011, the port has launched a \$7.8-million project to widen and deepen the West Turning Basin.

Florida moves by rail; 2,796 miles of main route rail lines criss-cross the state to connect major business centers and distribution nodes. Florida's rail transportation system includes two Class I railroads, two regional railroads, 10 local railroads and one railroad specializing in switching and terminals.

> **SunRail**
The proposed commuter rail line connecting Volusia County and metropolitan Orlando got another shot in the arm in July 2009. CSX Corporation, which owns the 61.5 miles of track between DeLand and Poinciana on which

> Every Florida business is within 90 miles of at least one of 14 deepwater ports.

> 25 major rail terminals
> 15 line-haul railroads
> 17 bulk transfer facilities



the SunRail trains will travel, agreed to extend the deadline for approving the sale of those tracks by another six months. Backers of the commuter rail plan are hopeful that a renegotiation of liability issues and the availability of more federal dollars up front to help pay for the \$420-million project will sway lawmakers to vote in favor of SunRail this time around.

> **CSX Corporation**
As part of its participation in a voluntary U.S. Environmental Protection Agency program called Climate Leaders, Jacksonville-based CSX Corporation has announced plans to reduce carbon dioxide emissions in its train operations by 8% per revenue ton mile by 2011. Officials say the move will reduce CO2 emissions by 2.4 million tons, which is the equivalent of taking 441,000 cars off the road each year or burning 5.6 million fewer barrels of oil.

> **High-Speed Rail**
When the Federal Railroad Administration begins awarding \$8 billion dollars in grants under the economic-stimulus program in late 2009 to states with viable plans for building high-speed rail lines, Florida stands a good chance of landing one. A proposal currently on the table calls for a high-speed rail line linking Orlando and Tampa. The proposed bullet train would carry riders from downtown Tampa to Orlando International Airport in about an hour, traveling at average speeds of 90 miles per hour on tracks laid in the median of Interstate 4 and along the Beachline Expressway.

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Booming Brazil: Northeast Florida Businesses Will Benefit From Trade Training

By Brazil-Jacksonville Alliance

Florida is the only state in the nation that has 14 international deepwater seaports and according to 2008 trade statistics provided by Enterprise Florida, Inc., Florida's exports to Brazil surpassed \$15 billion, a nearly 25% increase since the release of the 2006 figures.

The Employ Florida Banner Center for Logistics & Distribution (Banner Center) is partnering with the Brazil-Jacksonville Alliance of Northeast Florida (Alliance) to train 100 businesses in 2010 how to enhance international trade opportunities with Brazil, Florida's number one trade partner.

"We need to be more focused in coordinating leadership from those government agencies that have been tasked with promotion exports and



Businesses gather to learn about trade opportunities with Brazil at the August 2009 Annual Meeting of the Brazil-Jacksonville Alliance of Northeast Florida.

representing America's commercial interests in foreign markets," said Thomas J. Donahue, President and CEO, U.S. Chamber of Commerce, September 15, 2009 in his speech titled "Creating American Jobs Through Global Trade." Donahue continued by saying, this support is particularly critical in emerging markets.

Recovery and growth in Canada, Mexico and Europe are essential to our goal of expanding exports. Yet, increasingly, American jobs will be tied to markets such as Brazil, Russia, India, and China."

In a presentation to the Enterprise Florida, Inc. Roadmap to the Future, Global Commerce Forum, July 13, 2009, Tony Villamil, current Dean of Business at St. Thomas University, Miami and previous President Appointee U.S. Undersecretary of Commerce for Economic Affairs and Chief Economist of the United States Department of Commerce said, "Brazil is a critical market for the future of Florida. We need to develop programs to increase direct investments, imports and exports to and from this region."

Through the US/Florida-Brazil Entrepreneurship and Business Training Program, the Banner Center is guiding a training curriculum that will afford business owners resources to learn how to import and export with Brazil and provide them tools like marketing plans, resource materials, and networking opportunities to assist in business leads and track new business growth.

The Brazil - Jacksonville Alliance of Northeast Florida was established to stimulate commerce between North Florida and Brazil. In April of 2009, the Alliance solidified an international Sister Cities agreement that was signed between the mayors of Jacksonville, Florida and Curitiba Brazil. This relationship will help foster trade between our regions.

"The mission of the Alliance is to advance Brazil as a leading business partner by fostering trade and investment and promoting economic development," said Joshua Rodriggs, president. He added, "Our relationship with the Banner Center exemplifies how the power of partnerships can accomplish this task to promote trade with Brazil."

To learn more about the US/Florida-Brazil trade training program, visit "Training" at www.braziljacksonville.com.



CSCMP Council of Supply Chain Management Professionals

"The World's Leading Source for the Supply Chain Profession."

Expand Your Network . . . at Local Roundtable Events

Your local CSCMP Roundtable is a vital connection to informative meetings, educational seminars, and rewarding relationships. CSCMP Roundtables serve to enhance your career and advance your profession at the local level.

Florida Roundtables

Jacksonville

- Nov. 10, Trading in a Global Market
- Dec. 8, Special Holiday Event
- Jan. 12, Future of the Panama Canal
- Feb. 9, SE Toyota Warehouse Tour
- Mar. 9, Experts in International Trade
- Apr. 13, Your Lean & Green Supply Chain
- May 11, Florida's Infrastructure
- June - JAXPORT Cruise Ship Tour

Central Florida

- Nov. 19, Tampa USF: Present and Future Trends in Supply Chain Management – Panel Discussion
- Dec. 9, Orlando: Distribution and Perishable Supply Chain – Darden
- Jan. - Orlando: Office Depot – Green Supply Chain
- Feb. - Flexible Supply Chain Designs
- Apr. - Aldi Warehouse Tour

If you are interested in a CSCMP roundtable, visit www.cscmp.org for local meeting dates and events.

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Workforce Florida and Logistics Banner Center Identify Goals for 2009/10

By Elaine Puri, Director, Banner Center



The availability of a reliable, skilled workforce is one of the most important factors for a business planning for expansion or relocating to Florida. Businesses

can succeed or fail based on the work ethic and talent of their workforce. This is the mission of the Employ Florida Banner Centers, and our partnerships with Florida's Colleges and Universities strategically located around the state of Florida.

Florida Banner Centers provide many opportunities for life-long learning and skill development so that Florida's talent pipeline remains steadfast and continues to develop.

The Employ Florida Banner Center for Logistics & Distribution is committed to supporting Florida's most valuable asset: our workforce. Florida has one of the largest labor pools in the country, over 9 million workers. With close to 100 institutions of higher learning, thousands more are joining the workforce every year. The Banner Center connects Florida's economic development, workforce development and educational resources at the state, regional, and local levels.

The Banner Center's commitment to meeting the employment needs of Florida's businesses is demonstrated by its elevation and alignment in providing comprehensive solutions for businesses through initiatives, such as incumbent worker training (IWT) and quick response training (QRT) grants, as well as scholarships that build the talent pool in the Supply Chain industry sector.

The Banner Center continues to build on successful partnerships by collaborating

with its education partners to make the most of research sources and centers of knowledge development.

The Banner Center Year 3 activities will continue to provide value to the logistics and distribution industry that include:

1. Bringing together industry leaders through Advisory Council and focus group meetings.
2. Curriculum development of industry driven course materials in Supply Chain Management.
3. The Banner Center will develop curriculum for the Supply Chain Management discipline for secondary schools using the Choice Institute Model. This curriculum is designed for increasing a pipeline of workers to enter the supply chain management industry and the Choice program for students will enable them to obtain an industry recognized certification for articulation with secondary school career academies and for credit at postsecondary institutions.
4. The Banner Center and partners will provide training for 335 entry-level completers with 319 employment placements, 80 advanced-level: completers with 155 placements and 67 skills upgrade training completers with 60 employee retentions.
5. The Banner Center will also develop agreements with colleges, universities, workforce boards, associations and corporations to deliver logistics and distribution training and to expand delivery to areas of the state not previously served during the initial contract period.
6. The Banner Center is developing an Integrated Marketing and Communications Strategy. The strategy shall include key messages for stakeholders and targeted customer groups.
7. The Banner Center's newsletter

designed to communicate the actions of the Banner Center, current and future plans, and successes of the Banner Center, and highlight the successful partnerships developed due to this collaborative effort.

8. The Banner Center will prepare an updated Strategic Plan highlighting the industry's projected needs over the next five years and establish the center's value to industry.

These aggressive plans for Year 3 strive toward the goal of keeping Florida competitive in the marketplace as we meet growing demands in a global economy where "the world is flat."

For more information, please visit our web site at www.logisticsbannercenter.com or contact us at 386.754.4492, e-mail purie@lakecitycc.edu

Employ Florida
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>>> Logistics & Distribution

Partnership Announcement!

The Employ Florida Banner Center for Logistics & Distribution has expanded its outreach through a new strategic partnership with Lake City Community College, the University of North Florida, and Polk State College Corporate College. This partnership provides statewide support with offices at each institution increasing resources and support for the Banner Center's initiatives.

New Education Partners Join Banner Center!

We are pleased to announce two new education partners: Broward College and Gulf Coast Community College. Both plan to offer Supply Chain Management programs in 2010!

New Florida Career Academies! Read more on front page.

PSC Announces New Supply Chain Lab! Read more on page 2.



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Florida Businesses Take Advantage of Grants to Reduce Worker Training Costs

The Employ Florida Banner Center for Logistics & Distribution is creating opportunities for businesses to upgrade worker skills in grant funded training programs that benefit the company and the employee.

Creating opportunities for workers in Florida to sharpen their skills and helping businesses maintain a competitive workforce edge are vital goals of two Workforce Florida-administered grant programs: Quick Response Training (QRT) and Incumbent Worker Training (IWT).

QRT and IWT are key components of the state's economic development tool kit. Each reimburses businesses for some of

the expenses associated with upgrading workers' skills.

Quick Response Training

The QRT program provides grant funding for customized training to new or expanding businesses that produce exportable goods or services.

Incumbent Worker Training

The IWT program provides grant funding for customized training to existing for-profit businesses. Florida is able to effectively retain and keep businesses competitive through skills upgrade training for full-time employees.

Do you need to train your employees but cost is a challenging factor? Will it help you grow your business or maintain a competitive advantage?

If you answered 'YES' to either question, you should contact us. We can help.

Not only can we create customized training programs, based on the specific needs of your business and train your employees, we can also help you defray all or a significant part of the cost, through training grants. Training grants are a powerful economic incentive and development tool to create and retain high-skill, high-wage private sector jobs and ensure a productive, globally competitive workforce. In today's economy, trained and effective workers can mean the difference between a competitive business and an extinct business.

Training grants can reduce your cost of training by 50-100%.

If you are interested in maintaining your competitive advantage by training your workforce please contact us at 386.754.4492 or e-mail purie@lakecitycc.edu, visit our web site at www.logisticsbannercenter.com.

Banner Center Training Programs

A Wide and Varied Offering of Educational Programs

You can choose from an extensive list of current programs, or we can customize a topic that meets the unique needs of your organization, call us today for schedules and locations.

INDUSTRY CERTIFICATION PROGRAMS

- Certification in Transportation & Logistics (CTL)
- Designation in Supply Chain Management (PLS)
- Lean Six Sigma Green Belt
- Six Sigma Black Belt
- Lean Six Sigma Green Belt to Black Belt
- Warehouse Operations
- Warehouse Safety
- Professional Truck Driver's (CDL Licensure)
- Truck Driver's Safety Program
- Truck Driver's Simulator Training
- Federal Motor Carrier Regulations
- OSHA Safety & Health Certification

LOGISTICS & SUPPLY CHAIN

- International Logistics & Distribution Management
- Logistics General Management Principles & Techniques

- Transportation Economics and Management
- Logistics Management
- International Transportation and Logistics
- Logistics and Supply Chain Strategy
- Creative Component
- RSLogix™ Level 1: ControlLogix® System Fundamentals
- RSLogix 5000 Level 2: Basic Ladder Logic Programming
- RSLogix 5000 Level 2: Basic Ladder Logic Interpretation
- Six Sigma Overview Course
- Execution and Control Operations
- Supply Chain Management Law & Ethics
- Importing and Exporting Certificate Program
- Road Map Corporate Manager's Certificate

BUSINESS SKILLS

- Negotiation Skills
- Sales and Marketing
- Human Resource Management
- Project Management
- Team Building and Leadership Skills
- Technical Writing for Logistics Managers
- Customer Service Management
- Language and communication skills to help you succeed in today's global marketplace. Chinese, Japanese, Spanish, German, and more.

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