

No Resources? No Time? Securing Government Grants for Training Is Easier Than You Think!

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Today's Speakers



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Today Discussion

- #1 The Importance of an Employee Training Program
- #2 Are Training Grant Programs Right for your Organization?
- #3 Resources Available for the Application and Administration Processes
- #4 The Benefits of Training Grants
- #5 Employee Training Best Practices & Resources
- #6 EIAG and Alchemy Training Grant Success Stories

#1

The Importance of an Employee Training Program

Why is Employee Training Important?



25% of unplanned downtime is the result of human error¹



1/5 workers start their jobs without confidence that they know the proper procedures²

Why is Employee Training Important?



37% of workers | **43%** of supervisors

say that **training is too complex** and difficult to understand²



61% of supervisors believe **lack of training is the chief cause of workplace injuries**³

Why is Employee Training Important?

Cost of Worker Injuries

\$1,100
per worker

\$39,000
per medically
consulted injury

\$1,150,000
per death

Moral of the Story

Employee training is key to your company's success.

Educated workers are safer and more productive!



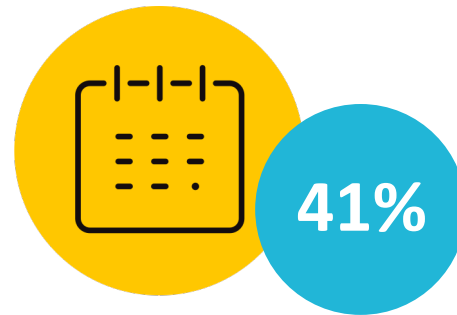
The ROI of Engagement

Better training leads to higher engagement.

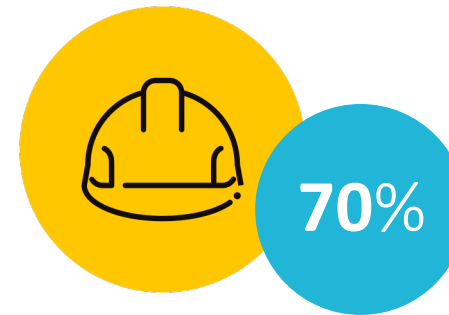
Companies with **more engaged employees** perform better in key areas:



Greater
**Employee
Productivity**



Less
**Employee
Absenteeism**



Less
**Safety
Incidents**



Greater
**Company
Profitability**

Poll Question

How many of you have tried to apply for a training grant?

- A** I've never tried because I didn't know they were available to me
- B** I've tried but the process overwhelmed me, and I didn't have time
- C** I have applied for a grant, but did not receive one
- D** We have funded our training program with a government grant



#2

Are Training Grants Right for Your Organization?

Company Investment in Employee Training

- Most companies invest in training their workforce, from tens of thousands of dollars to millions
- States and some cities provide tax credits or employer funds to offset this expense
- Economic benefit generally ranges between \$25,000 to \$2 million per employer (varies by region)



#3

Resources and the Application and Administration Process

Resources are Available – but Overwhelming

- 12,000+ programs that change each year
- Over \$80 billion is awarded through these programs to go towards:
 - Job training
 - Capital investment
 - Business incentives
 - Other business activity



Assistance to Navigation Application and Administration

- Organizations are available to help you sift through the 12,000 programs
- Dedicate a team to running the entire application process:
 - Application development
 - Managing the administrative portion such as reporting and tracking key dates
 - Interfacing with government agencies
 - Receiving reimbursement



#4

The Benefits of Training Grants

Improve Your Profitability

- Thousands of companies, both small and large, have benefited from training grants and other business incentives
- Companies improve profitability when workers are better equipped to perform their job functions
 - Reduces turnover
 - Improves overall job performance
- Your focus: development and delivery of training
- Outsource the administration process
 - Intertek Alchemy is the technology
 - EIAG manages the grant administrative burden








#5






Employee Training Best Practices and Resources

Intertek Alchemy Training Solutions – *Built for the Unique Challenges of Production Workers*

Most solutions are built for
office workers.

-  Limited direct impact on safety, quality, yield, and productivity
-  Low risk environment
-  Tenured, career tracked professionals
-  English fluent
-  Computer access, skills, & email address

Alchemy is built for
the production floor.

-  Direct impact on safety, quality, yield, and productivity
-  High-risk, hazardous environments
-  High turnover & contract workers
-  ESL, Multiple languages & education levels
-  Limited access to computers

Alchemy Helps You Deliver Industry-Best Training Practices & Supports Training Grant Requirements



Training

- Train individuals or groups
- Access 200+ industry courses
- All courses are customizable



Reinforcement

- On-the-job observation app
- Training-coordinated signage
- Supervisor huddle guides



Compliance

- Automated recordkeeping
- Paperless documentation
- Audit-ready reporting



#6

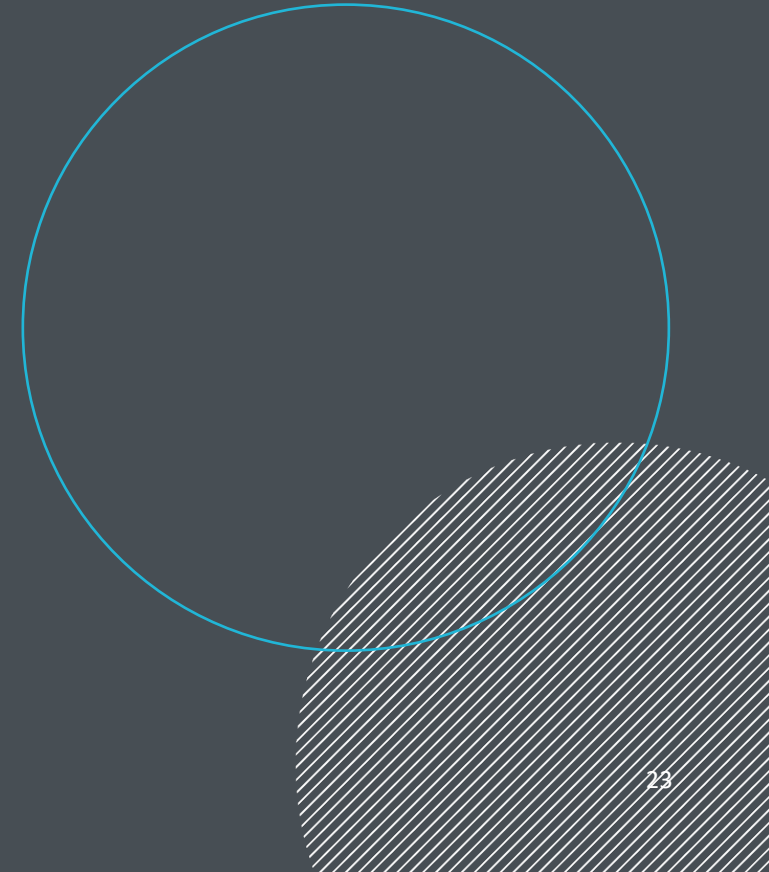
EIAG and Alchemy Success Stories

EIAG and Alchemy Success Stories

Amy's Kitchen	\$514,080
La Tortilla Factory #1	\$241,104
Kagome	\$247,680
Courage	\$88,504
Ajinomoto	\$398,008
SVD Inc.	\$48,152
La Tortilla Factory #2	\$393,760
Van Law	\$177,918
Threshold	\$143,000
Int'l Vitamin Company	\$132,480
Pacific Coast Producers	\$192,556
Olde Thompson (pending)	\$195,132
Field Fresh Foods	Development



Case Study #1: **Amy's Kitchen**



Amy's Kitchen

Amy's Kitchen makes and markets more than 170 frozen and pre-packaged vegetarian meals and other food items using all-natural and organic ingredients.

- **Challenge:**
 - On average, 14 new products introduced + location expansion
 - Employees required extensive training and the associated costs were skyrocketing.
 - Centralizing the training and maintaining standardization became challenging
- **Solution:**
 - Team up with Alchemy and EIAG
- **Result:**
 - \$514,080 secured for job training funds



Case Study #2: **La Tortilla Factory**

La Tortilla Factory

La Tortilla makes traditional corn and flour tortillas and taco shells of all varieties.

- **Challenge:**

- Wanted to enhance training amidst expansion, product development, and increasing their workforce
- Needed to find a budget to train employees on new equipment and training efficiencies
- Industry changes

- **Solution:**

- Team up with Alchemy and EIAG

- **Result:**

- 1st round: secured \$241,104 from the state for job training funds
- 2nd round: secured an additional \$393,760 in job training funds and qualified for tax exemption of ~\$75,000 for previously purchased equipment



ROI For Georgia Retraining Tax Credit

Assumption: Number of Employees to be trained: 200

Maximum annual credit per employee: \$1,250

Tax Credit= \$250,000 Per year

January 20, 2020	to	December 31, 2020						
		Opportunity; App Dev	Q1	Q2	Q3	Q4		
Note		Phase II Fee	-->	-->	-->	-->		
							TOTAL	
Tax Credit	\$	-	\$ 62,500.00	\$ 62,500.00	\$ 62,500.00	\$ 62,500.00	\$ 250,000.00	
Alchemy Systems Annual Fee	\$	(68,000.00)	\$ -	\$ -	\$ -	\$ -	\$ (68,000.00)	
EIAG Phase II fee	\$	-	\$ (12,500.00)	\$ (12,500.00)	\$ (12,500.00)	\$ (12,500.00)	\$ (50,000.00)	
Net Benefit	\$	(68,000.00)	\$ 50,000.00	\$ 50,000.00	\$ 50,000.00	\$ 50,000.00	\$ 132,000.00	**
Client Return	\$	(68,000.00)	\$ (18,000.00)	\$ 32,000.00	\$ 82,000.00	\$ 132,000.00	112% Internal ROI	

In Summary

EIAG and Alchemy can help you:

- Build a strong training program that drives safety and productivity
- Leverage government grants to help you fund your program
- Create a profit center for your company that will also offset training costs
- Re-invest program benefits back into your business

Fill out the survey at the end of the webinar to request more information.

Questions?

Thank You!