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Grants to training providers that allow businesses of any size to directly enroll workers in pre-approved training courses on popular topics at no cost.

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–GOVERNOR CHARLIE BAKER
COMMUNEW OF MASSACHUSETTS

On a tour of the facility. (August 2018)

Duclos Corporation (Duclos Corporation) in Somerset, MA hosts a tour of the facility. (August 2018)

Hope Market Foods

2017 GENERAL PROGRAM GRANTS BY REGION

IN 2018 MASSACHUSETTS EMPLOYERS WERE APPROVED FOR MORE THAN $21 MILLION IN WTFP GANT-FUNDED TRAINING FOR CURRENT OR NEWLY HIRED WORKERS ACROSS THREE DIFFERENT PROGRAMS

2018 GENERAL PROGRAM GRANTS BY INDUSTRY

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http://www.mass.gov/ltwd/program-brief/wtfp.html
The Workforce Training Fund Program (WTFP) helps address business productivity and competitiveness by providing resources to businesses to upgrade the skills of their workers. The WTFP is a program of the Executive Office of Labor and Workforce Development and is administered by Commonwealth Corporation.

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2018 General Program grants by Industry:

- Manufacturing: 56% ($13.4M)
- Professional, Scientific, & Technical Services: 9% ($2.1M)
- Healthcare & Social Assistance: 16% ($3.3M)
- Finance & Insurance: 11% ($2.6M)
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- Other: 7% ($1.5M)

2018 General Program grants by Region:

- Southeastern: 21 Grants ($3.3M)
- Metro Boston: 16 Grants ($1.6M)
- Western: 16 Grants ($1.4M)
- Central: 18 Grants ($1.0M)
- Metro North: 34 Grants ($3.3M)
- Northeastern: 34 Grants ($3.3M)
- Northwestern: 34 Grants ($3.3M)
- Southern: 34 Grants ($3.3M)

The WTFP grantee Glaubing Hearn Shipbuilding, (Ducks Corporation) in Somerset, MA hosts a tour of the facility. (August 2018)

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**THE CHALLENGE:** Rail Trail owners were positioned to take their business to the next level, but first required help to grow and develop their staff. They needed to train their employees in managerial and entrepreneurial skills in order to grow the business and add new locations.

**THE SOLUTION:** The restaurant implemented Open Book Solutions (OBS) which teaches financial literacy, entrepreneurial and industry best practices. OBS empowers staff to participate in the day to day operations of running a business, and share significantly in new profits generated. The program included: Open Book Solutions, Open Book Leadership (for managers and supervisors), and Open Book Train the Trainer.

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**WORKPLACE ESOL SUCCESS STORY**

**Workplace English for Speakers of Other Languages (ESOL)** training is one of the most powerful tools for improving business productivity, morale and competitiveness. Because workplace ESOL creates opportunities for both businesses and employees it is a priority of the WTFP. Congratulations to the following WTFP funded businesses for leadership in supporting workplace ESOL at the 2018 Raising Our Voices Event: Accumulon (Aven), Distron Corporation (North Attleboro), Karl Storz Endovision, (Charlton), Turning Point, Inc. (Newburyport).

Asahi/America of Lawrence is the premier provider of thermostatic fluid coolants for cooling applications in industrial, commercial and environmental applications. Asahi’s piping systems, valves and actuators have been installed with confidence for over 40 years in a variety of industries including water and wastewater treatment, oil and gas, water parks and aquariums, landmarks, semifactory and pharmaceutical manufacturing, and chemical processing.

**THE CHALLENGE:** The challenge was twofold for the growing company: 1.) Asahi was entering new markets and developing new products, and needed to be more responsive to market demands. 2.) The company’s five year growth plan highlighted the need to improve the company’s processes and efficiencies to support the initiative.

**THE SOLUTION:** Training across departments in Operations Management, Lean Manufacturing (Total Productive Maintenance, Problem Solving), Workplace Organization (Superior and Management, and Six Sigma to eliminate defects and ensure quality).
Ribb Trout Flatbread Company is a family friendly bar and restaurant in downtown Hudson, Massachusetts serving fresh, handcrafted food and drink. Rail Trail seeks to create an entrepreneurial family of businesses and help support a thriving local economy.

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In TOTAL PRODUCTIVE MAINTENANCE WE LEARNED HOW TO IMPROVE OUR BUSINESS PRODUCTIVITIES. THE OBS HELPED ME THE MOST WITH EMAIL. I SEND AND RECEIVE ABOUT 50 EMAILS A DAY AND NOW I AM MORE CONFIDENT. WHEN I GET AN EMAIL ABOUT A PRODUCTION ORDER OR ABOUT SCHEDULING I CAN UNDERSTAND AND COMMUNICATE BETTER IN WRITING.

—ELISIO MASCARENHAS, LEAD PRODUCTION SUPERVISOR

HOME MARKET FOODS

RAIL TRAIL PARTNERS

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TO BETTER UNDERSTAND OUR BUSINESS IMPACT

RAIL TRAIL HAS INCREASED PROFITS BY REDUCING WASTE, REDUCING STAFF TURNOVER, STREAMLINING ITS PRODUCTION PROCESSES, SHARPENING ITS SERVICE AND GROWING ITS WELL-DESERVED REPUTATION FOR GENUINE HOSPITALITY AND CREATING A REPUTATION FOR TEAM-MEMBERS TO MOVE ON TO PURSUE OTHER OPPORTUNITIES, WE WILL HAVE FOUND OUR MISSION AS A COMMUNITY BUSINESS, IMPARTING IMPORTANT SKILLS TO HUDSON’S SONS AND DAUGHTERS, TO USE WHEREVER THEY GO IN LIFE, WE ARE PROUD TO BE A PART OF THISборд

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Workplace ESOL training engages employees in creating an entrepreneurial family of businesses and help support a thriving local economy.