

Strategic Workforce Solutions



GEORGIA

Who We Are:

No. 1-ranked workforce training program in the U.S.

- › Top pick by industry publications, site selection professionals and media outlets for past 15 years
- › Top discretionary economic development incentive
- › Voted No. 1 in five out of five surveys of site locators conducted by *Area Development* magazine
- › A division of the Technical College System of Georgia (TCSG)



What We Do:

Design, develop and deliver customized, strategic workforce solutions ...
free of charge.

Process includes:

- › Pre-employment assessment and selection
- › Customized post-employment and job-specific training
- › Productivity enhancement
- › Leadership and professional development

How We Do It:

Through a unique, time-tested process based on a fully integrated partnership with each client company

- › Strategic consultation with company leadership
- › Company staffing plan
- › Needs analysis/Project study
- › Instructional design and development
- › Delivery of customized workforce training aligned with company startup schedules



Why We Do It:

Workforce training for business success

- › Successful businesses drive job retention and creation
- › Quick Start's effectiveness measured immediately and visibly by plant/operation startup
- › Providing the right people, with the right skills, ready at the right time critical

World-class workforce training often the deciding factor in site selection

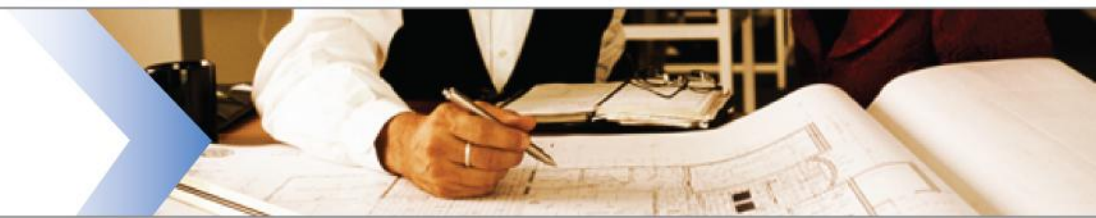
- › Quick Start a key part of Georgia's economic team led by GDEcD
- › Quick Start's record of success demonstrates consistently exceeding expectations

Georgia: No. 1 State in the U.S. for Doing Business

‘Companies investing there point to its logistics advantages, cutting-edge workforce training programs, particularly Quick Start, and proactive economic developers.’

– Mark Arend, *Site Selection* Editor



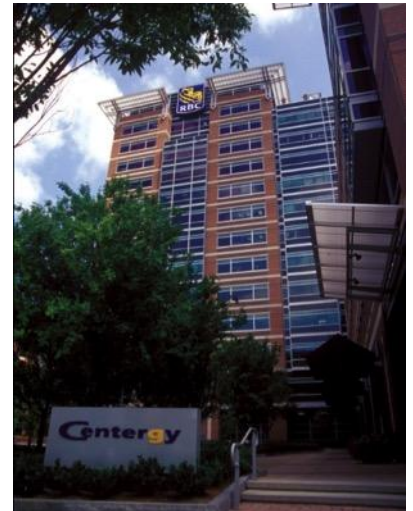


A New Paradigm for Economic Development

'Best of breed ... When the state of Georgia is working on a prospect for new or expanded business investment in the state ... everybody the potential business most needs to talk to is right there, in the same building.'



THE NELSON A.
ROCKEFELLER
INSTITUTE
OF GOVERNMENT
UNIVERSITY AT ALBANY
State University of New York





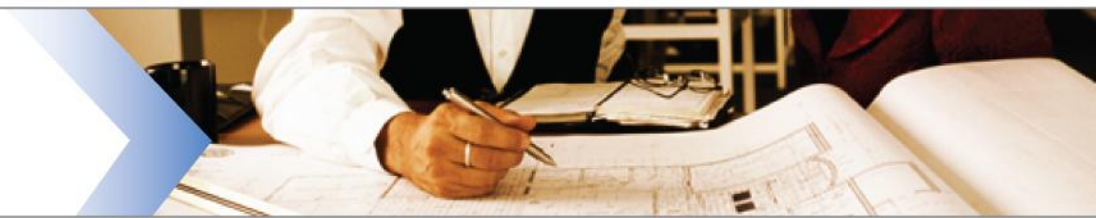
Proven Record of Success...

- › Created in 1967
- › 1,132,720 trainees
- › 6,650 projects for client companies

...Across a Wide Range of Industries

- › Traditional manufacturing
- › Advanced manufacturing
- › Biomanufacturing
- › Warehouse/Distribution
- › Customer service/Customer contact
- › Headquarters operations





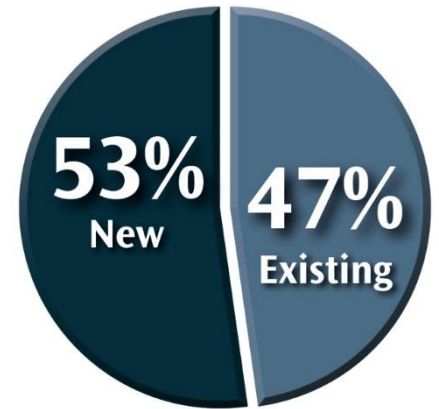
In Summary, the Numbers Tell the Story:

In FY2014, Quick Start...

- ▶ Helped create or save 10,024 jobs
- ▶ Delivered 123 customized workforce training projects

Of FY2014 Quick Start projects...

- ▶ 47% supported Georgia's existing industries
- ▶ 88% supported Georgia manufacturers
- ▶ 70% were located outside Metro Atlanta, along with 89% of trainees



Customized workforce training projects in FY2014



Attracting Foreign Investment

In FY2014...

- 35% of Quick Start projects were with companies of international origin
- Quick Start worked with companies from 18 different countries in 43 projects



Austria



Belgium



Canada



China



Denmark



France



Germany



Ireland



Israel



Italy



Japan



Portugal



South Korea



Spain



Switzerland



Thailand



United Arab
Emirates

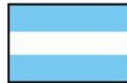


United Kingdom



Unique Needs of International Companies

- › Contrasting approaches to training
- › Cross-cultural training
- › Relationship building
- › Permitting and regulations
- › Technology/
Knowledge transfer



Argentina



Belgium



Canada



Denmark



France



Germany



Ireland



Japan



Portugal



South Korea



Spain



Sweden



Switzerland



Thailand



United Kingdom



Assisting Leading Companies

GERRESHEIMER

ORAFOL[®]

KIA

CATERPILLAR

NCR

THE HOME DEPOT

FritoLay[™]
Good fun!



STARBUCKS[®]

Baxalta

Affrac[™]

Suniva

TOYO TIRES[®]
driven to perform[™]

MHI MITSUBISHI HITACHI
POWER SYSTEMS

Gulfstream[®]
A GENERAL DYNAMICS COMPANY

HONDA
HONDA PRECISION PARTS OF GEORGIA

IKEA[®]



Quick Start's Workforce Training Partnership with Client Companies



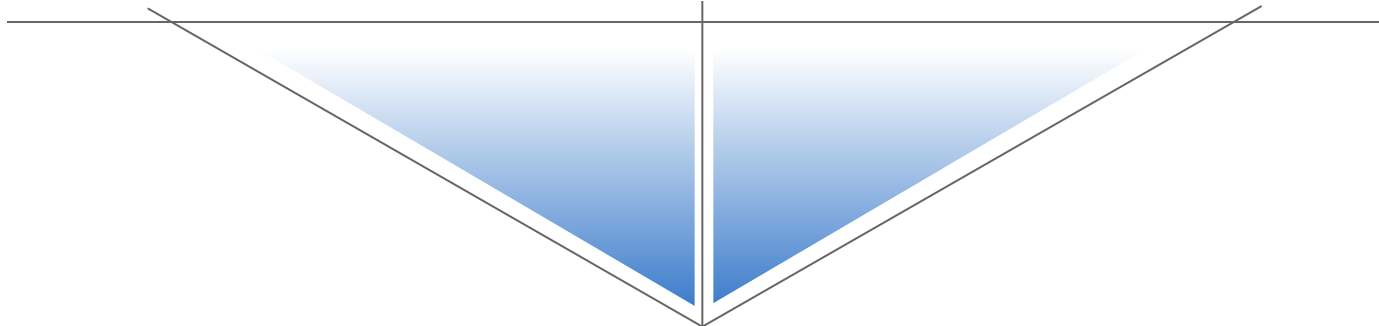
QUICK START'S STRATEGIC WORKFORCE SOLUTIONS FOR CLIENT PROJECTS

Partnership Structure

QUICKSTART[®]

COMPANY

TCSG
TECHNICAL COLLEGE
SYSTEM OF GEORGIA



**COMPANY
TRAINING PLAN**

QUICK START'S STRATEGIC WORKFORCE SOLUTIONS FOR CLIENT PROJECTS

Partnership with the Technical College System of Georgia

- ▶ TCSG workforce development solutions include:
 - ◆ Support for applicant recruitment
 - ◆ On-campus job fairs
 - ◆ Programs in specialty fields
 - ◆ Corporate contract training
 - ◆ Customized TCCs
 - ◆ HOPE Grant





What Quick Start Offers Georgia's Companies:

Customized workforce training that supports:

- › Technology transfer
- › New plant/business operation startup
- › Identifying and closing the “skills gap”
- › Strategies that help companies “Select the Best”
- › Innovative training solutions for proprietary innovations





Workforce Solutions for Georgia's Business Operations





Workforce Solutions for Georgia's Distribution Operations





Workforce Solutions for Georgia's Food Industries



WRIGLEY



STARBUCKS[®]





Workforce Solutions for Georgia's Biotechnology Industries





Workforce Solutions for Georgia's Automotive Industries



Jefferson Southern Corporation





2008: Kia Georgia Training Center opens in West Point, Ga. Designed and operated by Georgia Quick Start in collaboration with company experts, Quick Start's training declared the "global benchmark" for training by company chairman.

2015: The Georgia BioScience Training Center opens. Operated by Quick Start, the Center houses dedicated, secure space for Baxalta Inc.'s custom-designed, proprietary training, as well as flexible, multi-purpose spaces.





2009: NCR's assembly process installed in Quick Start facility in Columbus, Ga., while manufacturing facility under construction.



2014: Quick Start conducts training for NCR using training stations installed inside the company's second manufacturing facility located in Midland, Ga.



2013: Athens building redesigned and renovated as Caterpillar training center. Quick Start's training uses actual production equipment, parts, and proprietary CAT innovations.

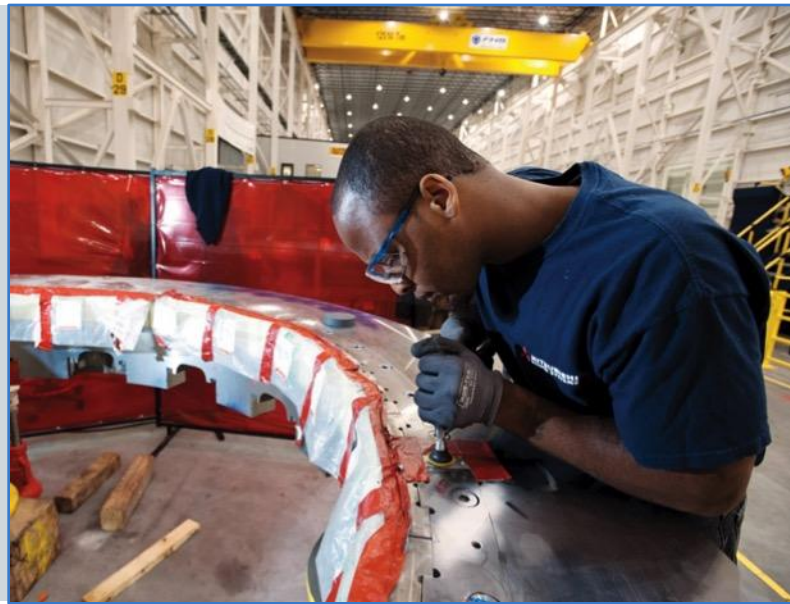


2014: Hyundai Dymos (pictured) and other area automotive companies supply production-scale equipment installed in Quick Start's LaGrange, Ga., facility for hands-on assembly and process training.





2013: Quick Start-designed training installed within facility of Mitsubishi Hitachi Power Systems (left) mirrors actual tasks performed in the production environment (right).



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