

**Marcellus Shale: Workforce & Business Development**  
January 31, 2013

**Workshop Overview:**

60 people attended the Marcellus Shale workshop. The major industries represented were chemical, transportation, engineering and diversity consulting.

Nearly half of the attendees gave the workshop a highly favorable rating. The industry most important to this group of responders was energy, followed by government contracting, sales and marketing, engineering, human resources, manufacturing, finance, IT and retail. The majority of the attendees said the workshop did meet their expectations; however, 4 attendees suggested there should have been more on purchasing, and particulars on opportunities.

Below is how the speakers were ranked. **1=lowest score; 5=highest score:**

Peter Speaks	3) 12%	4) 27%	5) 61%		
Blue Jenkins	1) 3%	3) 11%	4) 28%		
Jim Rodgers	2) 4%	3) 18%	4) 18%		
Lance Hyde	1) 2%	2) 6%	3) 9%	4) 20%	5) 63 %
Alexander Nichols	3) 10%	4) 26%	5) 64%		
Kristine Kirk	5) 38%	2) 21%	3) 7%	4) 10%	1) 24%

Participants were presented from the following industries:

- Engineering 27%
- Finance 14%
- Sales/Marketing 32%
- Information Technology 9%
- Manufacturing 18%
- Human Resources 23%
- Retail 4%
- Energy 50%
- Government Contracting 36%

Overall, the following represent comments entered on the evaluation for as to whether the session met their expectations and what they found important:

Overall comments:

**COMMENTS**

- Looking forward to the next one
- Excellent presentation, **Max Starks III, Starks Engineering Consultants, Inc.**
- Great session, I learned many things in a short period of time. **Winston Simmonds, President and CEO, Simmonds Construction**
- Excellent Session
- What happened on workforce development
- Nice job!
- Awesome Workshop, **Alberto Benzalen**
- Thanks Doris and team, **Carol Phelp, CPI Creative**
- Awesome session! Thank you for your programming. **Donielle Owen, The Youth Project & Dream City Trucking**
- Very good session. **Reginald Good**
- Although the business & Govt. (Act 13) was very informative, probably should have spent or devoted more time to workforce opportunities and Business Development opportunities for minority business rather than talk about what African Americans you know.
- SCORE Pittsburgh is available to help your members with free small business counseling. **Peter Hart**
- Well done.
- I appreciate that this was open to the public. It gave anyone a chance to get informed.
- I came late.
- Good information. **Howard Graves**
- Great Job. **Meg Crossan**

BUSINESS INSTITUTE

**Marcellus Shale: Workforce & Business Development**  
**Thursday, January 31, 2013**

**Evaluation Summary**

**60 Attendees**

**29 Evaluation Forms Completed**

**Types of businesses represented:**

- Architecture
- Business Mentoring
- Chamber of Commerce (Hispanic)
- Chemical Products (2)
- Construction (2)
- Contract Furniture Dealer
- Diversity Consultant (2)
- Employment
- Energy
- Engineering (2)
- Federal Government (DOJ)
- Finance/Accounting
- Higher Education Consultant
- Human Resources
- Logistics/Transportation (2)
- Manufacturing
- Marketing
- Mentor
- Networking Organization
- PA D&I
- Public Relation/Promotions
- Training
- Trucking
- Workforce Development

2. How would you rate the overall presentation?

(Circle 1 the lowest to 5 the highest)

1) 3%      3) 14%      4) 38%      5) 45%

3. How would you rate the presenters?

(Circle 1 the lowest to 5 the highest)

Peter Speaks      3) 12%      4) 27%      5) 61%

Blue Jenkins      1) 3%      3) 11%      4) 28%      5) 60%

Jim Rodgers      2) 4%      3) 18%      4) 18%      5) 60

Lance Hyde      1) 2%      2) 6%      3) 9%      4) 20%      5) 63 %

Alexander Nichols      3) 10%      4) 26%      5) 64%

Kristine Kirk      1) 24%      2) 10%      3) 7%      4) 21%      5) 38%

4. Which of the following business environments is most important to you?

- Engineering 27%
- Finance 14%
- Sales/Marketing 32%
- Information Technology 9%
- Manufacturing 18%
- Human Resources 23%
- Retail 4%
- Energy 50%
- Government Contracting 36%

Did today's session meet your expectations?

**YES**

- Very informative
- Relationships
- Session met my expectations because knowledge was acquired
- It provided a wide array of information for attendees\
- Connected with people for future opportunities
- Educational and informative
- Latinos' attraction
- Surpassed – learned more avenues for growing my business
- As a new MDBE, I'm learning the ropes so the introductions are priceless

- Very informative
- Very informative about the Shale industry
- Good general background
- Lots of info about numerous topics
- Informative
- Very informative
- We were able to get a closer look into what is taking place within Marcellus Shale
- Valuable information. Liked many small presentations and success stories.
- Organized and clear
- Good information on scope of program
- Provided a better understanding of the industry and where it is going. Opportunities
- The information was valuable, good networking experiences

## NO

- Discussion was very general, not specific
- There was no substance
- Need more purchasing information. Buyers, particulars on opportunities
- Did not drill down on "How Too"

## COMMENTS

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- Nice job!
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