



**FOR IMMEDIATE RELEASE**

## **Beacon Associates to Begin Crucial Workforce and Training Assessment Project in Support of the BRAC Initiative**

*Bel Air, MD – February 18, 2009* – Harford County, Maryland—home to approximately 250,000 Maryland residents—faces enormous changes and challenges in the upcoming months and years as the area continues to be affected by the federally mandated Base Realignment and Closure (BRAC). On February 27, Beacon Associates, Inc., a Bel Air-based management consulting company, will begin a crucial BRAC-related project, the Regional Community College Workforce Training Initiative, to assist the county as it moves through the transformation.

Harford Community College, located in Bel Air, MD, and three partner colleges—Baltimore City Community College, Community College of Baltimore County, and Cecil Community College—have contracted with Beacon Associates, and their partner in this effort, ORSA Corporation, to identify the training needs of workers associated with the realignment of Aberdeen Proving Ground (APG) through BRAC, as well as the overall training needs required to support this highly skilled workforce.

“This is a very exciting project for us on many levels,” says Beacon Associates President and CEO Carol Koffinke. “This work fits exactly into Beacon’s core business focus of organizational development, so we know we will provide exceptional service and results to the colleges and community. But more than that, we are no longer just a business that will be affected by BRAC. We are a teammate of those on a mission to find solutions.”

ORSA President Bill Yeakel adds, “We, at ORSA, are excited at the opportunity to work with Beacon Associates on this project. I’m particularly pleased that our knowledge of the Army’s mission and technical requirements is regarded as adding value to Beacon’s impressive workforce development record.”

Throughout the major phases of work on the initiative, Beacon and ORSA will provide specific services to facilitate and conduct analysis of present and future occupations at APG in a number of mission critical areas to include engineering, mathematics and science, technology, logistics, and procurement. Through this process, training requirements will be identified and a further

analysis will be conducted to identify gaps in available curricula throughout the region and courses and programs that need to be developed or modified.

Over the course of the initiative, Beacon will coordinate communications and data collection between all stakeholders, including the four colleges, contacts at APG and Fort Monmouth, contractors, and other interested parties, and will perform services in three phases: the assessment of workforce needs, the assessment of available training and educational programs, and the development of curricula at the four colleges to ensure the needs of the workforce will be met. Upon the completion of these phases, Beacon will facilitate two regional roundtables, during which findings, analysis, recommendations, and related information will be presented to an estimated 100 representatives from community organizations.

Beacon Associates and ORSA Corporation are trusted and active members of the Harford County Business Community, and they have been involved in the BRAC initiative on a local level for several years. As a respected member of the local small business community, Beacon's President and CEO Carol Koffinke was invited by Senator Barbara Mikulski's office to participate on a business panel focused on BRAC-related issues. Ms. Koffinke has also been invited by the Harford County Small Business Resource Center to sit on two BRAC panels to act as a subject matter expert in helping small businesses prepare for BRAC. Finally, Ms. Koffinke has recently been meeting with top leaders at APG, both civilian and military, to present ideas for a comprehensive and integrated approach to BRAC workforce challenges, both civilian and military.

"Being Harford County companies, Beacon and ORSA have a deeper understanding of local issues and how the community will be affected by such a significant change as BRAC," says Ms. Koffinke. "We have strong ties to our community, and we know the stakeholders—moreover, we *are* the stakeholders. We have a significant interest in delivering the most effective and valuable results possible during the Regional Community College Workforce Training Initiative, and this is exactly what we'll do."

Like Ms. Koffinke, ORSA President Bill Yeakel and his company have been involved in BRAC related activities for many years. "We chose to partner with ORSA Corporation on this project because of their passion for supporting the Harford County and APG communities," says Ms. Koffinke. "They also bring immense knowledge of the Army and APG, and they are unmatched experts in the technical fields required for this effort, including engineering, mathematics, and information technology."

Mr. Yeakel has served on the Board of the Army Alliance and the Army Science Board, and he has been very involved in collecting data and presenting that data to the local community. "We are tremendously excited to have this opportunity to really influence the future of higher education in our region," says Mr. Yeakel.

Funds for the Regional Community College Workforce Training Initiative came from a federal grant to the State of Maryland, and the project will run from February to November 2009.

*Beacon Associates, Inc. is a woman-owned, small business that partners with the government and private-sector companies to help them achieve their desired outcomes. They are a certified 8(a) company and Minority Business Enterprise with significant experience, skills, and successes in business and technology consulting from both the government and Fortune 500 companies. They have been recognized for their significant growth and for being an outstanding company in their community, and look forward to even more success in the future.*

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