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ESTABLISHING KEY PARTNERSHIPS: PARTNERING WITH PRIVATE INDUSTRY

Region IV SNS Workshop

February 2008

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HOW IT HAPPENED

- ✘ Planning for a backup facility wasn't going as well as planned
- ✘ Needed more than a warehouse...we needed a *WAREHOUSE*
- ✘ Needed more than an associate...we needed a partner
- ✘ We needed someone to be our sunshine on a cloudy day

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THE ARRANGEMENT

- ✘ Idea for the partnership presented in November 2005 at an SNS planning meeting
- ✘ Presented as a possibility for a backup facility
- ✘ Private status was a concern
- ✘ Letter sent requesting a meeting late-November

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THE DETAILS

- ✘ Food production company with products across the United States, Canada, Mexico, Puerto Rico, and U.S. military bases around the world
- ✘ More than 6,000 employees nationwide and over \$1 billion in annual sales
- ✘ Started in 1934 – well-established and well-known

MEETING FOR COFFEE

- ✘ First visit early in 2006
- ✘ Meeting with Vice President and Manager of Manufacturing Support
- ✘ Explained SNS and provided copies of training videos
- ✘ Asked them to talk it over, but very positive about the meeting

THE FIRST DATE

- ✘ Company decided it was their civil obligation to help out
- ✘ Mid-winter 2006, visited two warehouses
- ✘ One warehouse unknown by most employees
- ✘ Company asked that their involvement remain as confidential as possible

MEETING THE PARENTS

- ✘ April 2006, CDC and State visited warehouses
- ✘ CDC approved neither warehouse due to climate control issues
- ✘ Local SNS planners got ready to go back to the drawing board

AGAINST ALL ODDS

- ✘ About six weeks later, company called and said they wouldn't take no for an answer
- ✘ Requested a third warehouse visit
- ✘ Visited a few weeks later and toured the warehousing side of one of the manufacturing plants
- ✘ We knew this was meant to be...

THE COURTSHIP

- ✘ Company went beyond what was necessary and expected
- ✘ Offered the facility, the personnel, the equipment, and a commitment
- ✘ We asked the CDC to take a look at the new offer
- ✘ CDC visited and approved the site in December 2006

THE MARRIAGE

- ✘ MOU process began soon after December 2006 visit
- ✘ Even before MOU was signed, the company agreed to allow training within the facility for lead staff
- ✘ Two sessions held October 2007
- ✘ MOU signed by State and company in December 2007

THE FUTURE

- ✘ Company has asked to jointly develop job action sheets to train their personnel in the event that they have to open the warehouse without us
- ✘ Company has suggested that this be followed by a tabletop exercise; may include some functional aspects

CONTACT INFORMATION

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