1-on-1 with John Lombardo

Associate Vice President for Workforce and Economic Development



As you continue to work with regional manufacturers, are there any specific skills gaps that you have been observing? One skill gap that arises throughout the manufacturing industry is the ability to develop and track the cost of producing a product. This skill takes years to develop and is dependent upon a clear understanding of the manufacturing process and secondary operations. It also requires a wide range of skills, too numerous to mention, but focuses on reading customer blueprints, selecting appropriate sub-contractors, tracking the job (methodizing) throughout the shop and following production timelines.

What is cost estimating and why is it important?
A Cost Estimator prepares costs and assigns pricing for a manufactured product. They must be proficient at bidding, sourcing and have great communication and mathematical skills.

How might the College's Office of Workforce and Economic Development try to address this issue?
We are currently addressing this need by meeting with manufacturers, collecting their ideas on what this job requires and developing a consensus of job skills needed to create a profile for the best candidates. We are actively engaging and developing a training program to provide the best "foundation talent" available. We understand that there may be basic skill requirements as well as specific industry-related skills depending on the unique manufacturing process. Plastics, metal, aerospace, pharmaceutical, display and others all have specific requirements. Accordingly, we are also leveraging other areas of the College, including our Business and Mathematics Departments, in order to provide "stackable" skills development for these companies.

Suffolk Offers "Extreme" Assistance for Entrepreneurs

This past semester, Suffolk County Community College's Entrepreneurial Assistance Center (EAP) hosted an "Extreme Entrepreneurship Tour" on the Michael J. Grant Campus in Brentwood. The event included some of the country's top young entrepreneurs who shared information about entrepreneurship as a career path and the kind of mindset that can help individuals achieve success in any endeavor.



Suffolk's Entrepreneurial Assistance Center (EAP) hosted an "extreme" event last semester.

At the conference, Suffolk's President, Dr. Shaun L. McKay, welcomed more than 300 college and high school students and set the stage for a day of interactive learning. The youngest entrepreneur was an 11 year-old owner of Sheascents, a company that produces shea butter-based cosmetics and skin care products. Keynote addresses were given by the owners of Syndio Social, a social networking and research firm, as well as More Than Cheer, a recreational sports company. The event was moderated by the author and owner of Student Success Academy. Suffolk's own Entrepreneur Club also hosted a networking event for Suffolk students, entrepreneurs and local economic development agencies following the presentations.

The Entrepreneurial Assistance Center hosted the event in conjunction with the Campus Offices of Student Activities, Career Services, Admissions and the Business Department. The Entrepreneurial Assistance Center is a resource for Suffolk County residents interested in starting and/or expanding their businesses. In 2003, Suffolk's Entrepreneurial Assistance Center adopted the mission to teach entrepreneurship and financial literacy to young people so they can face an economically productive future.