

SERVICES FOR YOU SERVICIOS PARA USTED

Hard Work and a Plan Pay Off

By Sarah Guardado, NFJP Client Service Agent



Ethan Newkirk

I met Ethan after giving a presentation at Flint Hills Technical College (FHTC) in Emporia, Kansas. He was enrolled in the FHTC Power Plant Technical Program and working part-time at a local appliance store plus helping his father care for cattle.

Taking care of cattle required Ethan to get up early in the morning to feed the animals. He would run them through a squeezer chute and give them medicine as needed. Ethan would also help with marketing the cattle once they were ready to be sold.

When I met Ethan, he was struggling to pay for his training costs. Once a year, Ethan would earn a small commission after the cattle were sold as opposed to earning an hourly rate. The hours and work were long, hard and there were no benefits. Last year's commission was a mere \$2,357 dollars.

I asked Ethan why he decided to enroll in the Power Plant Technical Program and why he decided to be an operator. Ethan told me that when he was a sophomore in high school, he went on a field trip to the plant and that's when he decided to become an operator.

When Ethan and I completed his Individual Employment Plan, he told me his ultimate career goal was to work at Wolf Creek as an operator and make \$30.00 an hour. Ethan graduated this year and started an internship at Wolf Creek. Although he was not hired right away once a position opened, he applied and was hired as an Operation Apprentice. Ethan might not be an operator yet, but he will be making \$29.50 an hour.

I asked Ethan how SER Corporation helped him, and he told me that the tuition assistance he received was a big boost and was thankful he was enrolled in the National Farmworker Jobs Program.

Ethan shows us that if one works hard and has a plan to reach their goals, dreams can come true. Before graduating Ethan was earning around \$9 an hour. He has now almost tripled what he is making at \$29.50 an hour. His new job also includes full benefits and a retirement plan. Congratulations Ethan on a job well done.

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More Than Just Hydraulics

By Mike Medina, NFJP Client Service Agent



Kanamak Hydraulics began in March of 1983. Prior to its inception, its owner Ken Madgwick P.E, worked as a lead engineer at Beech Aircraft from 1977 through 1979. From there he came to Garden City and worked as the Chief Engineer at Bobcat until he started his own business in 1983. “Starting a business is a little like turning over a number of stones and hoping you’ll find something under one of them.” Ken Madgwick told me.

Kanamak Hydraulics Inc., started as an engineering consulting firm, but Ken knew there was a need in the area for hydraulic service work. More than 30 years later, Kanamak still offers engineering consulting, but the hydraulics business has by far eclipsed consulting.

The manufacturing side of the business currently is the fastest growing segment. Machine shop capabilities was added in 1987 and in 2006 several CNC (Computer Numeric Control), machine tools were added where the machine is controlled by a program in a computer not a human hand.



The hydraulics department is also a key element for their business. Their technicians are trained in trouble-shooting, repairing, rebuilding and overhauling. Their service department is also supported by a mobile service unit and they have a large repair facility, supporting hydraulic repairs, agricultural, construction, and industrial equipment. Today, Kanamak is one of the leading manufacturers of Oil-Field equipment.

As Ken summed it up... “For many years we just did Hydraulic Repair and some Hydraulic Parts sales. Now we do a lot more Manufacturing, Fabrication, Machine shop, wholesale parts distribution and tractor sales. We manufacture cylinders and hydraulic power units and do contract manufacturing.”

Kanamak is an important partner to SER Corporation and has participated in SER’s On-the-Job Training program. I asked Ken if he felt the OJT and client were helpful and if he would consider doing more OJTs with SER? He said “Yes. The contract was very helpful, and I would consider doing it again for the right person.” At Kanamak, product quality and customer service are priority. Our pride of workmanship is evident in our machinists’ keen attention to detail.



Ken Madgwick, President with some of his crew

Short Term Training Leads to Success

By Roberta Pianalto, NFJP Client Service Agent



Weston Downey

When Weston Downey from Swink, Colorado, graduated from high school he began working for a local farm shop. There are very few jobs available in the small town of Swink and Weston was hired to work the busy seasonal harvest. Week to week he never knew if he would be working or would be unemployed. This job made it hard for him to pay his bills and to plan for his future. Many times, he remembers going without food because he had no money. He only made \$10.00 per hour and averaged 12 hours per week. Weston decided it was time to look at going to training so he could have full-time year-round employment where his wages were above poverty level.

Weston has always been intrigued with trucks, so he started searching commercial driving programs. He decided to enroll into the CDL program at Northwest Kansas Technical College (NWKTC) in Goodland, Kansas (KS). After researching ways to pay for college he was introduced to Roberta Pianalto, a Client Service Agent (CSA) for SER Corporation. Because of Weston's background as a seasonal farm worker and the low wages he made, he qualified for the National Farmworker Jobs Training program. Assistance with tuition, housing and transportation expenses was provided. While attending training, the CSA also worked with Weston on interview skills, resume preparation, job searches and budgeting. He was very appreciative of the extra life skills training he received.

He graduated from NWKTC in May 2018 with a commercial drivers license and a certificate in basic lad welding. Colby Agriculture Incorporated in Colby, KS soon hired him. He is earning \$16.00 per hour and is guaranteed 40 hours per week. SER Corporation worked with Colby Ag to hire Weston through the On the Job Training program. Colby Ag has been completely impressed with Weston as an employee and they said he fits right in with the rest of the employees. Weston went from getting a two week paycheck of \$250.00 with no benefits to making a two week paycheck of \$2000.00 with full benefits including health insurance, retirement, vacation and sick leave. Roberta has been checking on him monthly and continues to give him extra career services that encourage him to be a better employee and achieve even more goals.

Weston cherishes the life skills he learned when he had no money and very little ability to make more. He is also thankful for the help and encouragement SER Corporation gave him while he was going through training. It was the extra help he needed to achieve his goals.

A New Partnership Formed

By Henry Coronado, NFJP Client Service Agent

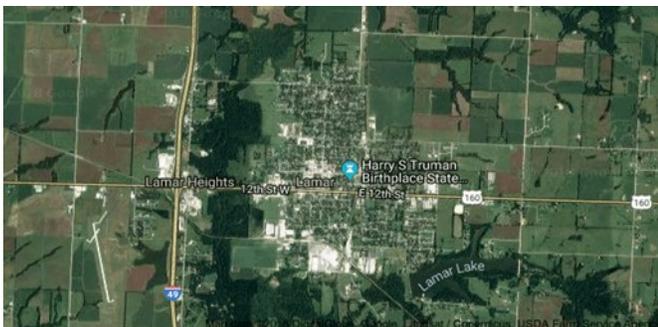


SER Corporation partners with various employers, whether they are individually owned or large, corporate businesses, who provide job opportunities for the participants of SER's National Farmworker Jobs Program. In August of this year, I was able to introduce this partnership of worker and employer to one of my clients, Mr. Garret McMurtray and the City of Lamar, Missouri.

Garret received his Electrical Lineman degree from Pratt Community College in Coffeyville, Kansas. However, when Garret informed me that he had applied for a position with the City of Lamar, I quickly told Garret that I would be more than happy to contact the person he had interviewed with and let them know about our On-The-Job Training (OJT) program, offered to employers that hire men and women from the NFJP program.

I later spoke with a Mr. Kevin Lee, the Electric Foreman for the City of Lamar Electric Department. I discussed with him how SER's OJT program could reimburse the city for some of Garrett's wages if the city decided to train and hire Garrett. A conference called took place between me, Mr. Lee and the City Clerk, Bev Baker, to discuss this option further. After explaining what the OJT offered, it was decided to enter into an OJT contract. We put into place an 8-week training program, since there was much to learn, regarding the job that Garrett was applying for. SER paid 50% of Garrett's salary during the training period. At the end of Garrett's training period, I contacted Bev, inquiring on how things had gone, and any thoughts she had about the program. She stated that she really appreciated the OJT program and what it provided, as well as how the OTJ reimbursement helped with Garrett's initial salary. I also, spoke again with Mr. Lee, Garrett's supervisor, inquiring how the NFJP participant was doing. Kevin stated that Garrett was doing a great job and is always punctual to work. "He's an outstanding individual, and he's willing to do anything that is asked of him. For the most part, I see great potential in Garrett, and his being able to excel in anything he does.

SER has worked with numerous partners and continues to develop new ones. We thank the City of Lamar for their participation and hope for more success stories in the years ahead.



“Making Dreams Come True”

By Vicki Needham, NFJP Client Service Agent



Tanner Schneider worked in agriculture for almost a year in 2016, with a farmer who grew crops and raised cattle in a small Kansas town. Tanner's earnings were not enough to live on, so he took a seasonal job working the harvest in 2017. Although the pay was good once the harvest ended so did his employment. Tanner had an interest in training as a welder and dreamed of working as a welder on the pipeline. He enrolled into training at North Central Kansas Technical College (NCKTC) but was struggling financially. While in one of his classes Vicki Needham Client Service Agent for SER Corporation, made a presentation at NCKTC

Tanner Schneider about the National Farmworker Jobs Program (NFJP). Tanner thought he might qualify and arranged for an appointment to meet with Vicki.

An intake and assessment was completed and he was determined eligible for the NFJP. Tanner received partial tuition assistance and housing assistance through the Rent Smart Training. After completing the welding program, it was determined that Tanner needed to improve his construction skills for the job that he desired. Again, the NFJP provided financial assistance to help Tanner complete the construction class. In May 2018, Tanner graduated with an associate degree.

Tanner was able to secure the pipeline welding job he desired. He stated, “Vicki with SER Corporation, helped me get the educational training that I needed in order to be able to get a job in my chosen career. She checked on me during school to make sure all was going well and still checks on me even after I got my job to make sure I’m doing well. The help I received made it possible for me to start my career in welding. I am very thankful for all the help I received. “

Tanner is now earning a livable wage with full benefits and no longer worries about his job coming to an end. He has increased his income in the first year by over \$94,000!

Tanner always dreamed of seeing different states and his traveling job makes that possible. He purchased a 5th wheel trailer and always has his home with him. He loves his job plus the travel and has set his next goal to work hard and get promoted to foreman.



Tanner Schneider



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