



Workforce Central’s BEST Effort Paves the Way for Employer Growth

Hatch, Inc. is a full service asphalt management, paving, sealcoating and landscape construction company with locations in Uxbridge and Millis, MA. Hatch, Inc. serves both commercial and residential customers in the Boston Metro West and Central MA areas. In early February of this year, Business Services Representative Hari Narayanan met with senior Hatch, Inc. leaders Al Cacciatore and Joscelyn Catalano, to identify and discuss their needs, including their challenge filling open positions. As a first step to addressing their immediate concerns, several job openings such as CDL Drivers, Laborers, Sales Representatives, and Receptionists were identified and Hari promptly agreed to have Workforce Central’s Business Engagement Services Team (BEST) send them candidates through their *Premium Recruiting Program*.

Bob DePetro was assigned as the Lead Recruiter for these openings and immediately began to work with Hari, Al and Joscelyn to develop a strategic recruiting program and schedule. Within a week, Hari entered all the Job Orders into the MA Job Quest online job board and over the next two months, thirty job seekers were screened and interviewed by Bob, of which twelve were referred to Hatch, Inc. Eight of these candidates were then interviewed and two, a Sales Representative and a Receptionist, were hired immediately.

During this process, Al attended a Job Day recruitment event at Workforce Central – Worcester, and after speaking with Bob about other program options, Al requested to learn more about the On-the-Job training Program (OJT) so Bob coordinated a meeting directly with Anh Antunes, the Workforce Central OJT Coordinator. Immediately after the initial meeting, and as per Al’s request, Anh established an effective and efficient process to utilize the OJT program in conjunction with Bob’s ongoing recruiting efforts, allowing them to fill these job openings and then train these new hires.

This fluid operation was a success due to staff expertise and strong customer service skills. It further demonstrates Workforce Central’s ability to properly assess and address an employer’s needs, by effectively bringing together multiple programs in a timely manner.

As a result, Hatch, Inc.’s Al Cacciatore says Workforce Central’s BEST, “has been an extraordinary help to my company and I appreciate everything that they have been able to offer and provide very

much.” At this time the BEST continues to refer qualified candidates to open positions at Hatch, Inc. and several are in the process of being interviewed. Al also states that he is looking forward to continue working with Workforce Central in all aspects of his expanding business.

For any businesses that are interested in posting job vacancies or other business services, please contact your local Business Representative.

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