



**NEWS RELEASE**

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**FOR IMMEDIATE RELEASE**  
**December 9, 2010**

**An Open Invitation to Witness the Revitalization of Local Manufacturing and The Emergence Of Sustainable Industry In Progress On Long Island**

**Dowling College Hosts the Fourth and Final Phase of the Inaugural Dynamic Supplier Alignment (DSA<sup>SM</sup>) Workforce Certification Program on Friday, December 17th from 12:00 PM to 4:00 PM in the Fortunoff Hall Ballroom**

**OAKDALE, NY** – Dowling Institute in close collaboration with the NYS Department of Labor and LIFT (Long Island Forum for Technology) is pleased to have received a Regional Innovation Grant. This grant provided funding for Dowling College to offer the innovative four-phase Dynamic Supplier Alignment (DSA<sup>SM</sup>) Workforce Certification Program. In the forefront of business models, DSA<sup>SM</sup> is a collaboration among industry, government and education to create the best solutions to solve tough economic problems. Dowling College and DSA<sup>SM</sup> are using the grant to train and retrain our existing workforces, revitalize local manufacturing, create new local jobs by attracting and building new sustainable industry, and introducing our K-12 future workforces to the newer High/Clean/Smart Technology Manufacturing industries and requirements in the modern workplace.

Qualified trainees participated in learning experiences on campus at Dowling College and in the DSA<sup>SM</sup>/Telegence, Inc., Manufacturing Incubator and Training Center of Excellence. These trainees learned to manage the supply chain process, from manufacture through the distribution of goods, and recycle (“Cradle-to-Cradle”). The innovative DSA<sup>SM</sup> model includes a job’s engine component (Telegence, Inc. Manufacturing Incubator) designed to bridge the gap from technological innovation to production and to create new exciting local sustainable industry and jobs. Dowling College certified graduates of the training program will be in a premier position to succeed in the local, sustainable manufacturing jobs of the current and future workplace.

In Phase IV, DSA<sup>SM</sup> candidates will present their operational plans to integrate targeted technology start-up firms into the DSA<sup>SM</sup>/Telegence, Inc., Manufacturing Incubator. The panel of experts to whom these candidates will be making their presentations include:

Bob Catell – Chairman of the Board, AERTC  
Mark Gunthner - President, Home Performance Technologies, Inc.  
Jim Kelly – President JVKellyGroup, A D&B Company  
Paul Savage – CEO, Nextek Power System, Inc.  
Tony Favale – President, Advanced Energy Systems, Inc  
Dr. Fred Rispoli - Professor of Mathematics at Dowling  
Bob Venero - President, FutureTech Enterprises, Inc.  
Don Dimarzio - Advance Scientist, Northrop Grumman  
Tim Harris - Economic Specialist LIPA/nationalgrid

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Tony Leteri - President, USA Environmental, Inc.

“Certified *DSA<sup>SM</sup>* Graduates will think and operate at a new level based upon a holistic, sustainable and closed loop business model. A level that will provide Long Island and NYS with the competitive advantage it needs to **win the race to green** while creating great new sustainable jobs, revitalizing and building new local manufacturing industry, and refocusing our youth and future workforces on technological innovation and manufacturing technology,” says Ron Tabbitas, Local Business Leader, Adjunct Professor of Business at both Dowling and St Joseph’s College and *DSA<sup>SM</sup>* Program Developer and Instructor. For further information, please contact the Dowling Institute at James Kruer on 631-244-1104.

### **About Dowling...The Personal College**

Dowling College is an independent, coeducational college that serves more than 6,000 students at its historic Rudolph Campus on the banks of the Connetquot River in Oakdale, NY, and the 105-acre Brookhaven Campus in eastern Long Island and a business center located near the Nassau-Suffolk border in Melville. Dowling offers Bachelor’s, Master’s, and Doctoral degrees in several disciplines through its four schools: Arts and Sciences, Aviation, Business, and Education.

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