



FINANCE COMMITTEE

WITNESS FORM

COMMITTEE DATE: 5/23/19

NAME: Ms. Aimee Napier

ADDRESS: 3113 Dixie Highway, Hamilton, Ohio 45015

TELEPHONE: 513-755-3413

ORGANIZATION REPRESENTING: Napier Truck Driver Training, Inc.

TESTIFYING ON BILL NUMBER: Sub. H.B. 166

TESTIMONY TYPE: - SELECT -

TESTIFYING AS: INTERESTED PARTY

FOR BUDGET TESTIMONY ONLY:

TESTIMONY TOPIC: GENERAL GOVERNMENT

TESTIFYING ON BUDGET ITEM(S): OhioMeansJobs Workforce Development Revolv

DID YOU TESTIFY IN A SENATE SUBCOMMITTEE? NO

ARE YOU A REGISTERED LOBBYIST? - SELECT -

SPECIAL REQUESTS:

- SUBMIT -

Written testimony is a public record and may be posted on the Ohio Senate's website.



-----TRUCK DRIVER TRAINING INC.-----

3113 Dixie Highway ■ Hamilton, OH 45015
513-755-3413 (Phone) ■ 513-755-4410 (Fax)

May 21st, 2019

Ohio Treasurer of State
Workforce Development Office
30 East Broad Street, 9th Floor
Columbus, Ohio 43215

To Whom It May Concern:

The current demand for qualified drivers in this country is at the highest level on recording according to the American Trucking Association's (ATA) Truck Driver Shortage Analysis 2017. The report indicated the shortage was expected to exceed 50,000 drivers by the end of 2017. The report continues to explain that the entire United States supply chain moves 70% of all freight on the nation's highways.

Napier Truck Driver Training, Inc. has been providing exceptional truck driver training for over 24 years. Our family and woman owned and operated business has trained over 10,000 professional commercial drivers.

Over the years, we have been approved for tuition funding through state and local agencies such as BVR, BWC, WIOA, The United Way, The Community Action Agency as well as private financing firms that provide loans with astronomical interest rates.

We found that not every prospective student is eligible for one of these funding sources and/or does not have \$4,610.50 to pay out of pocket for their own tuition and fees. Many times we have been unable to enroll highly qualified CDL school candidates simply because they could not secure funding.

Many of them are currently employed and are over income for the government programs, but they are unable to pay themselves up front. Our approval for the Revolving Loan Program has been a huge blessing for good quality candidates to secure funding and obtain their Class A CDL.

Without the Workforce Development Loan, NONE of the students we enrolled would have been able to obtain their CDL. The initial allotment Napier was given would cover funding for 25 to 30 students. I personally ensured that only high quality candidates who were motivated to succeed and employable were enrolled under this program.

Thus far, our success rate has been quite impressive for those enrolled in our five week full time program. About ten of the students are enrolled in our weekend class that ends mid-June. They work full time and attend CDL classes on Saturdays and Sundays for ten (10) weekends. This motivated bunch should have their CDLs by the end of June and be ready to transition to a driving position at that time.

March 2019 Napier graduate, Mark Todd Davis, found himself in a quandary after leaving a job making \$80,000 that he had for twenty-five years to care for an ill family member. Once the family member was better, Mr. Davis was only able to find employment making \$35,000 per year in the same field.

Mark had always been interested in becoming a professional driver, but he did not have the \$4,610.50 and was over income for a grant through WIOA. I told him that we had just been approved for the Revolving Loan Program and that he was the perfect candidate!

Upon completion of training, Mark landed a job that he loves with Valley Transportation in Ashland, Ohio. He will make \$60,000 plus his first year and plans to pay his loan off by the end of 2019. Without this program, Mark would still be working his previous job struggling to pay the bills.


Christopher Brown had been driving professionally utilizing his Class B CDL, but he knew he could earn quite a bit more with a Class A CDL. He too was over income according to the WIOA guidelines but could not pay for his own training.

A truly grateful recipient of the Workforce Development Loan, Mr. Brown now drives for Central Transport and will make nearly \$20,000 more this year than in the past with his Class B CDL.

These are a few of the success stories that would not have been possible without the Revolving Loan Program. Part way through our funding cycle, I began to ask for a \$2000.00 down payment from the applicants that I chose. This provides even more assurance to us that loan re payment will occur. Between tuition reimbursement, sign-on bonuses and high wages the companies pay, there is absolutely no reason any loan should not be re-paid by the borrower.

When evaluating the Revolving Loan Program renewal, I ask that you please take into account the gracious Ohioans who have benefited by obtaining new careers that provide a livable wage while helping to solve the CDL driver shortage. Please do not hesitate to contact me if I may be of further assistance.

Sincerely,



Aimee Napier
President