



A BERGEN COUNTY WORKFORCE INVESTMENT BOARD **success story**

Winebow, Inc. Raises a Glass to Thank the Business Resource Center

Established in 1980 in Montvale, New Jersey, Winebow, Inc. is a leading importer and distributor of fine wine, spirits, and sake from around the world. Winebow's founder, Leonardo LoCascio, has crafted an outstanding portfolio of premier Italian wines, spirits, and specialty products that are distributed nationally under the Leonardo LoCascio Selections (LLS) label. Winebow is a thriving business with more than 400 employees, including a sizeable national sales force.

CHALLENGE

In October of 2011, Winebow needed to fill two positions at its Montvale headquarters: first, a Facilities Assistant with heating, ventilation, air conditioning, and refrigeration (HVAC-R) skills; second, an Assistant Trainer with experience in software and corporate training.

SOLUTION

Winebow's Human Resources (HR) Recruiter contacted the Bergen County Business Resource Center (BRC) at the One-Stop Career Center and explained the company's needs. A Business

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ABOUT OUR BUSINESS SERVICES

The Bergen County Workforce Investment Board (Bergen WIB) is dedicated to supporting workforce and economic development by connecting Bergen County New Jersey residents to jobs and ensuring that employers have the skilled workers they need to grow, compete, and prosper. In cooperation with the Bergen WIB, the Business Resource Center (BRC) at the One-Stop Career Center reaches out to local businesses to assist with their human resource needs. Employers use the BRC to recruit and screen prospective employees and to find out about new business development, loan programs, and labor laws. Job placement is available through the Employment Services Division of the New Jersey Department of Labor and Workforce Development (LWD) on an individual basis for job matching, job development, and referrals to employers. Recruitment events are held to give job seekers access to employers eager to hire qualified workers.

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Resource Representative went to work immediately, matching the required skill sets with those of prospective candidates. Shortly thereafter, she presented 10 suitable resumes to the HR Recruiter for review.

RESULTS

Positions Filled: The company interviewed 6 of the 10 candidates referred by the BRC and hired 2 of the original referrals a few months later.

Time and Cost Savings: The BRC saved the employer time and money by pre-screening job candidates. Instead of having to gather and sift through hundreds of resumes, the employer only had to review 10.

Expert Assistance: The Business Resource Center provided expert advice and assistance to the employer and job seekers throughout the entire hiring process.