

Member Profile

Member Profile: Mid-Hudson Workshop
for the Disabled

Year Founded: 1948

Service: Outsourcing services

Website: www.midhudsonworkshop.org

Mid-Hudson Workshop for the Disabled, a Council of Industry Associate Member, was launched by IBM, assisted by the efforts of the Kiwanis Club of Poughkeepsie in 1948. It was IBM's idea to help open a facility where returning WWII Veterans might find employment, with their promise to outsource work to the enterprise. It was via the Kiwanian's door-to-door efforts with local manufacturers that \$3,500 in seed-money was collected to make the opening of the non-profit possible.

Mid-Hudson Workshop's mission is unique as they provide meaningful work for disabled veterans and others possessing physical and medical handicaps. This uniqueness sets MHW apart as many of the projects so cost-effectively undertaken cannot be accomplished by other workshops that well-serve DD-MH populations (developmentally-delayed/mentally handicapped).

MHW may be best known for its mechanical and electrical assembly work. They also do fabrication, pack/package and process product fulfillment, in addition to labeling/collating and mailings of many types.

The Workshop tackles projects such as soldering, product testing, breakdown/salvage and cleaning, food co-packing, and many more project-types too extensive to list here. As MHW's Director of Sales and Marketing, Bill DeTosta, puts it, "There's frankly little that our dedicated staff cannot accomplish".

IBM remains a key, valued MHW client today, and is joined by dozens of other notable firms both within and outside the region, some of whom are Council of Industry members. MHW is proud to serve MPI, Viking, JABIL Circuits, Schatz Bearings, Selux, EUTRAC and Pawling Corporation. Their staff also accomplishes work for more far-reaching tech firms including Pratt & Whitney in Hartford, Computer Components Corporation of Philadelphia, Ray Machine of Baltimore as well as neighbors Hunt Country Furniture in Wingdale, and Lighting Services Inc. of Stony Point. TARGET Stores, head quartered in Minneapolis, called on MHW for a major publishing project.



MID-HUDSON WORKSHOP
For The Disabled

Since 1948

MHW also welcomes inquiries from companies seeking to have its staffers outplaced to a client's facility, to work under their direct supervision while remaining an MHW employee with the Workshop covering Liability, Comp and all benefits. This outplacement service has seen staff working at firms such as JABIL Circuits, MPI and IBM. These

successful relationships have been met with accolades from all clients involved. MHW explains that companies in these relationships have told them: "MHW's staff has performed admirably for us, with their levels of output and conscientiousness far outpacing that of any workers we've contracted-for via Temporary Staffing Agencies. We'd be pleased to engage more MHW workers as our business needs grow."

MHW's Bill DeTosta explained, "That which MHW can do for clients is only limited by the combined creative thinking of the Workshop and its prospective clientele's management." That's why they say tours of MHW's 52,000 square foot Poughkeepsie facility are so important. Companies that visit them are impressed with the breadth and scope of what is regularly accomplished, and invariably leave with several more ideas on



how MHW can cost-effectively assist them than they initially had.

The Mid-Hudson Workshop for the Disabled greatly appreciates its role as an Associate Member of the Council of Industry. In light of the uncertainties of the current and future economy, Mid-Hudson Workshop feels strongly that firms across most industry categories should be reaching-out to them. Whether it may be to maintain an additional outsourcing ally one can rely-on throughout the year, assist with a short-term burst in production-needs or tapping their staff as needs grow rather than wrestling with the costs of adding one's own personnel, utilizing MHW can save a company both dollars and valuable resources.

For more information about the Mid-Hudson Workshop for the Disabled, they encourage firms in all industries to visit their website and view its video, at www.midhudsonworkshop.org, then contact them to arrange a tour. Director of Sales & Marketing Bill DeTosta may be reached at 845-471-3820 and bill@midhudsonworkshop.org.

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