

VOLUNTARY WORKFORCE COALITION · 2026 MATCHMAKER

# Bridge to Work

## Vendor & Employer Packet

Bridge to Work is a one-day matchmaker convening Utah's infrastructure employers, training providers, and ready-to-work talent — veterans, students, career-changers, and apprenticeship cohorts. This packet tells you what's expected of vendors, what you get in return, and how to apply.

**Audience for this packet:** employers hiring now, training and education providers enrolling cohorts, and sponsor organizations supporting the day.

### Apply as a vendor — takes 4 minutes

One short intake form gets you to the right category, the right booth, and the right candidate pool. We respond within 2 business days.

[forms.gle/odSEAE2YD7DeaGPL6](https://forms.gle/odSEAE2YD7DeaGPL6) →



#### Scan to open the site

Point a phone camera at the code to open [utahbridgetowork.org](https://utahbridgetowork.org) — the live posture, the intake form, and the latest event details.

01

## Why this isn't a traditional career fair

*What we built different, and why it matters for you.*

### **Career fairs optimize for booth count. We optimize for conversion.**

If you've worked a career fair, you know the math: 200 résumés, 20 follow-ups, 2 hires, and a month of cleanup. Bridge to Work flips that. We curate the candidate pool, prepare them before the day, and structure the floor so every conversation has a real chance of converting.

### **What you won't see on our floor**

- Vendors without real near-term openings.
- Recruiters who can't make a decision on the floor.
- Booths handing out swag with nothing to enroll into or apply for.
- A 5:1 candidate-to-vendor crush where nobody gets a real conversation.

### **THE 1:5 RATIO**

*We target roughly 1 vendor for every 5 prepared candidates. That's the single hardest number we hold the line on. It's the difference between a productive day and a busy day.*

02

## Three vendor categories on the floor

*Where you fit, and who you'll be next to.*

### Heavy Iron

**What it covers:** Utilities, EPCs, civil and transmission contractors, linemen pipelines, substation construction, data center general contractors.

**Typical vendors:** Wheeler CAT, Quanta operating companies, regional EPCs, mechanical/electrical contractors, IBEW signatories.

### Tech & Automation

**What it covers:** Controls, SCADA, instrumentation, data center operations, grid edge software, renewables O&M, industrial automation.

**Typical vendors:** Utility automation teams, data center operators, control-systems integrators, renewables operators.

### Building Science

**What it covers:** HVAC, mechanical, energy efficiency, water infrastructure, facility services, building envelope and commissioning.

**Typical vendors:** Mechanical contractors, energy services firms, water/wastewater operators, facility services providers.

### TRAINING & EDUCATION PARTNERS

*Apprenticeship programs, two-year and stackable-credential programs, universities with industry tracks. You sit alongside the employers you'll feed. Apply through the same form — select "Training / Education" as your category.*

03

## Booth setup essentials

*What we provide. What you bring. What "ready" looks like.*

### What we provide

- 8'x8' booth space with table, two chairs, and signage placement.
- Power and Wi-Fi at every booth.
- A curated, pre-screened candidate flow through the Experience Zone.
- An on-site interview room you can reserve in 30-minute blocks.
- Day-of conversion capture — every introduction is logged so 48-hour follow-up isn't dependent on memory.
- Listing on [utahbridgetowork.org](http://utahbridgetowork.org) and in the day-of program.

### What you bring

- **A decision-maker on the floor.** Someone who can extend an interview, an offer, or an enrollment slot without going back to HQ.
- **Real openings or cohorts within 6 months.** Posted, budgeted, ready to fill.
- **A short one-pager** on your roles or programs — printed or digital, your call.
- **Branded backdrop or banner.** Keep it simple; the day is about conversation, not booth design.
- **Notes on what "ready" looks like** for your roles — certifications, drug test policy, start dates, shift patterns.

### WHAT "READY" REALLY MEANS

*Ready = you can move a candidate from handshake to scheduled interview, offer letter, or enrollment confirmation within 48 hours of the event. If you can't do that, this isn't the right event for you yet — and we'll tell you so.*

04

## Who you'll meet

*The candidate pipeline behind the floor.*

### **Veterans & transitioning service members**

Hill AFB transitions, Utah National Guard, Hire Heroes partners, Helmets to Hardhats pipeline. Often pre-credentialed, often with security clearances, often ready on a 30–60 day timeline.

### **Students & recent graduates**

USU, UVU, SLCC, Weber State, Davis Tech, Bridgerland, Mountainland — engineering, trades, and applied-science programs. Cohorts available for 2026 hires and follow-on training starts.

### **Career changers**

Workforce-board candidates and re-entry talent with transferable skills. Strong fit for utility distribution, facilities, controls, and construction-trades pathways.

### **Apprenticeship cohorts**

Northwest Lineman College, ABC Utah, IBEW Local, mechanical and pipe-trades apprenticeships. Pre-matched to industry sponsors where possible.

05

## The 48-hour follow-up loop

*What separates this event from every other one you've worked.*

### Why 48 hours

Workforce conversions die in week-three silence. The Bridge to Work conversion loop closes that gap. Every conversation logged on the floor triggers a follow-up obligation on both sides within 48 hours.

### How it works

- **Floor capture:** Every vendor-candidate intro is logged at the booth — name, role of interest, next step.
- **Day +1:** Candidates receive a recap email with their next steps and any scheduled interviews.
- **Day +2:** Vendors get a summary of conversations and outstanding actions.
- **Day +7:** Vendors report back outcomes — interviews scheduled, hires made, enrollments confirmed. We use this to publish honest aggregate outcomes.
- **Day +90:** Final outcome report shared with sponsors and the advisory board.

### VENDOR OBLIGATION

*Reporting outcomes is the price of admission. It's a 10-minute form. We don't publish your individual numbers — we publish aggregate conversion rates across the day. Vendors who don't report don't get a spot at Edition 02.*

06

## The Utah Super Team

*Who's behind this, and why we can hold the line on quality.*

Bridge to Work is a voluntary coalition — not a new entity, not a fundraising vehicle. The coalition is anchored by leaders across Utah's energy, infrastructure, education, and public sectors, and modeled on the Utah Grid Edge Forum playbook: *unofficial, unaffiliated, but sailing strong.*

### Founding & contributing partners

- **Utah Grid Edge Forum** — co-convening ecosystem partner.
- **Beehive Energy Alliance** — industry network support.
- **Utah Office of Energy Development (OED)** — state agency alignment.
- **Wheeler CAT** — industry sponsor and employer engagement partner.
- **Northwest Lineman College** — event operations and training pipeline.
- **Quanta Services** — employer engagement across operating companies.

### Program leads

**Steve Thomas** — Program Lead. Director of Energy & Infrastructure, Currie & Brown. Convenes the coalition; primary point of contact for employers and sponsors.

**Anca Matcovschi** — Program Co-Lead. Marketing executive, strategist, and consultant. Veterans advocate, university professor, and award-winning economic development leader. Leads candidate pipelines and on-site experience design.

07

## Apply as a vendor

*One form. Four minutes. We respond within 2 business days.*

### What you'll be asked

- Organization name, primary contact, and role.
- Vendor category (Heavy Iron / Tech & Automation / Building Science / Training & Education / Sponsor).
- Open roles or cohorts you're prepared to fill in the next 6 months.
- Whether you can send a decision-maker to the floor.
- Sponsorship interest (optional — venue, catering, candidate transportation, interview rooms).

## Vendor intake form

Direct link to the live Google Form. Same link on the website, in this packet, and from your invitation email — there's only one form to fill out.

[forms.gle/odSEAE2YD7DeaGPL6](https://forms.gle/odSEAE2YD7DeaGPL6) →

### Direct contact

General: [info@utahbridgetowork.org](mailto:info@utahbridgetowork.org)

Website: [utahbridgetowork.org](https://utahbridgetowork.org)

Sponsor inquiries: route through info@ — Steve will respond directly.

### POSTURE

*Speed over bureaucracy. Trust over contracts. Outcomes over optics. If you'd run your day this way, this is the right event for you.*