



**Location:**  
Apple Valley,  
California

**Students Served:**  
More than 14,000  
(grades K-12)

**Number of  
Employees:**  
1,800 employees with  
one director of safety  
& risk management

**Courses Delivered:**  
More than 3,000

## Apple Valley Saves More Than \$50,000 Using TargetSolutions

Apple Valley Unified School District serves more than 14,000 students in grades K-12 and employs 1,800 faculty and staff at its 18 schools. Like all school districts, Apple Valley has a limited budget, yet must provide required training to its employees and must work hard to keep incidents and insurance premiums to a minimum.

### A New Method of Training

Prior to implementing TargetSolutions, Apple Valley struggled to deliver the required instruction, such as sexual harassment training, to all its employees. The District needed more accountability regarding training and keeping claims and insurance premiums at a manageable level.

The new director of safety and risk management implemented an aggressive path to reduce incidents and risks in order to lower premiums. Apple Valley knew it needed to increase training in order to identify and decrease hazards and a way to provide the training in a time- and cost-efficient manner. TargetSolutions provided both. Once the program received support from the District's administrators, employees began to more closely adhere to mandated training schedules. The automated record keeping functionality of TargetSolutions helped keep the staff accountable for completing the curriculum.

### Remarkable Results

In more than 13 months, Apple Valley employees have completed more than 3,100 courses. At some schools where previously no users logged in to complete training, they now have 100 percent utilization. Apple Valley has met its target numbers, provided upper management with excellent results, and received positive feedback from users of the TargetSolutions program. In fact, school staffers have commented that this program makes them believe that management cares about them and their safety on the job.

Apple Valley also used TargetSolutions to distribute the District's Injury & Illness Prevention Plan (IIPP) and track compliance.

This document is required by California law and Apple Valley wanted to make sure its employees were aware of the Plan.

Apple Valley believes that it will see a reduction in claims and premiums as a direct result of implementing TargetSolutions. Without TargetSolutions, the sole employee in the risk management department could never have reached out to the more than 1,800 District employees. With TargetSolutions, he has met his goals for this year. The school board is pleased with the progress and, most importantly, the District is able to focus on keeping its faculty, staff, and students safe.

***"TargetSolutions has allowed us to provide vital safety training to our faculty and staff. We can also easily and efficiently distribute the District's Injury & Illness Prevention Plan (IIPP) and track compliance."***

***David Pinnecker***  
***Director of Safety & Risk Management***

### Looking Into the Future ...

Apple Valley plans to continue using TargetSolutions platform to provide training and education to its staff. In addition, the District may look into using the program to hold orientations for new hires and provide specialized training for Food Services, Transportation, and Maintenance & Operations to avoid workplace injuries. Apple Valley also sees potential in using TargetSolutions for continued flu (H1N1) education and plans to participate in the EPN program to monitor the driving records of the District's school bus drivers.

For more information contact  
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