Profile of Partnerships with Chambers of Commerce & Community Colleges

USCM Workforce Development Council Survey Results
June 21, 2014
Objectives

- Survey Purpose (Background)
- Survey Process
- Survey Results
- Common Themes
- Next Steps
- Q & A
The Survey
Survey Format

• One Survey focusing on partnerships
• Two Target Audiences
  o Community College
  o Chamber of Commerce

• Eight key questions

• 20 surveys distributed – 11 responded
Community College Partnerships
## RELATIONSHIPS WITH COMMUNITY COLLEGES

- Better data sharing and coordination for assisting students
- Be looked at as an equal partner as we leverage our mutual goals and strategies.
- Expanded partnerships that allow customization of educational programs in a timely manner that better meet the training needs of at-risk populations.
- Quick determination and identification of skills gaps and building programs and credentials that meet industry needs.
- Improved response time by the public workforce and college systems to act more rapidly to meet market opportunities.
## RELATIONSHIPS WITH COMMUNITY COLLEGES

- Language in SGAs, RFPs that incentivize colleges to partner with WIBs.
- Alignment of federal/state policy to serve veterans, foster youth, TANF, in a more focused approach to minimize duplication/redundancy.
- Better collaboration when developing local strategic plans and/or education master plans to ensure there's alignment of training and education.
- Develop strategies for data sharing agreements to align data tracking and outcomes.
- Coordination and alliance between Workforce development partners and community colleges for strategic alignment.
Partnership ~ Promising Practices

COMMUNITY COLLEGES

- Shared: staffing at the front line and executive level, marketing and outreach products, space, and access or special assistance to joint customers as needed
- Coordination for the realignment of training aimed at skills, not occupations.
- Support with grant development and on projects (i.e., LMI, letters of support/commitment, referrals, etc.)
- Employer-led sector-based industry partnership and cluster development.
- Partnership with community college and public library to offer job-search workshops.
Partnership ~ Promising Practices

COMMUNITY COLLEGES

• Having a seat at the college Cabinet level greatly improves communication between executive leadership and removes some of the traditional silos that can obstruct collaboration.

• Funded system Navigators (educational case manager) who serves as a liaison between the region’s One-Stop, WIB, and Community College that leads to greater student retention, completion of training and employment.

• Regional economic developers, AJC and the colleges worked together to develop and deliver new curriculum, students and workers to support the new business.
Common Themes

<table>
<thead>
<tr>
<th>Promising Practices</th>
<th>Areas for Improvement</th>
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<tbody>
<tr>
<td>• Shared staff and executives, space, marketing &amp; outreach products, and customers.</td>
<td>• Policy alignment</td>
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<tr>
<td>• Collaborative development of industry cluster curriculum, and training.</td>
<td>• Data sharing</td>
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Chambers of Commerce Partnerships
Improving Partnerships

**RELATIONSHIPS with CHAMBERS of COMMERCE**

- Enhance Collaborative Opportunities
- Collaborative pursuit of grant opportunities
- Designing of pilot programs represented by business, economic development, education and workforce development
- Closer partnership that offers access to the business community
- Relationship that engage the Chamber of Commerce in the development and implementation of workforce initiatives.
### CHAMBERS of COMMERCE

<table>
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<tr>
<td>• Cross representation on Boards</td>
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<td>• Memorandums of Understanding with the Chamber that includes the WIB and Community Colleges as partners, to promote employment and training activities.</td>
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<td>• Team approach when presenting the economic and talent incentives available to help a relocating, relocating new businesses quickly start up and become productive.</td>
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<td>• WDC and CoC have contracted with each other to execute work that links the workforce system with business needs and achieves outcomes for job seekers and employers.</td>
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### CHAMBERS of COMMERCE

- Unified approach to serving business needs by harnessing the resources of the Chamber and workforce development partners.
- Organizing a broad-based coalition of partners and private sector HR’s to facilitate career planning/placement activities.
- Collaborated & coordinated a series of employer panel discussions that focused on skills gap and the challenges of finding qualified talent that meets the needs and demands of employers.
- Co-created web-based clearinghouse of local training programs available to job seekers and businesses.
## CHAMBER of COMMERCE

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<td>Unified Approach</td>
<td>• grants</td>
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<td>Partnering (MOUs)</td>
<td>• pilot program design, development and implementation of workforce initiatives</td>
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<td>• Closer partnership that offers access to the business community</td>
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**Collaborative and coordinated activities**

- Promising Practices
  - Collaborative and coordinated activities
  - Unified Approach
  - Partnering (MOUs)
  - Cross-representation on Boards

- Areas for Improvement
  - Enhance Collaborative Opportunities
    - grants
    - pilot program design, development and implementation of workforce initiatives
  - Closer partnership that offers access to the business community
Relationships Build Partnerships

RELATIONSHIPS

Collaboration

Coordination

Innovation

Strategic Planning & Alignment

Resource Sharing (people-paper-data)

Training
Summary ~ Next Steps

• What do we do with this information?

• How do we connect-the-dots to foster relationships and build bridges for collaboration?

• When will we identify the key players from stakeholder organizations, that need to be included in the consensus building discussion?

• What mechanism do we have or need to develop to facilitate the knowledge exchange in order to address challenge areas with promising practices?

• How will we measure success?
Questions?
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