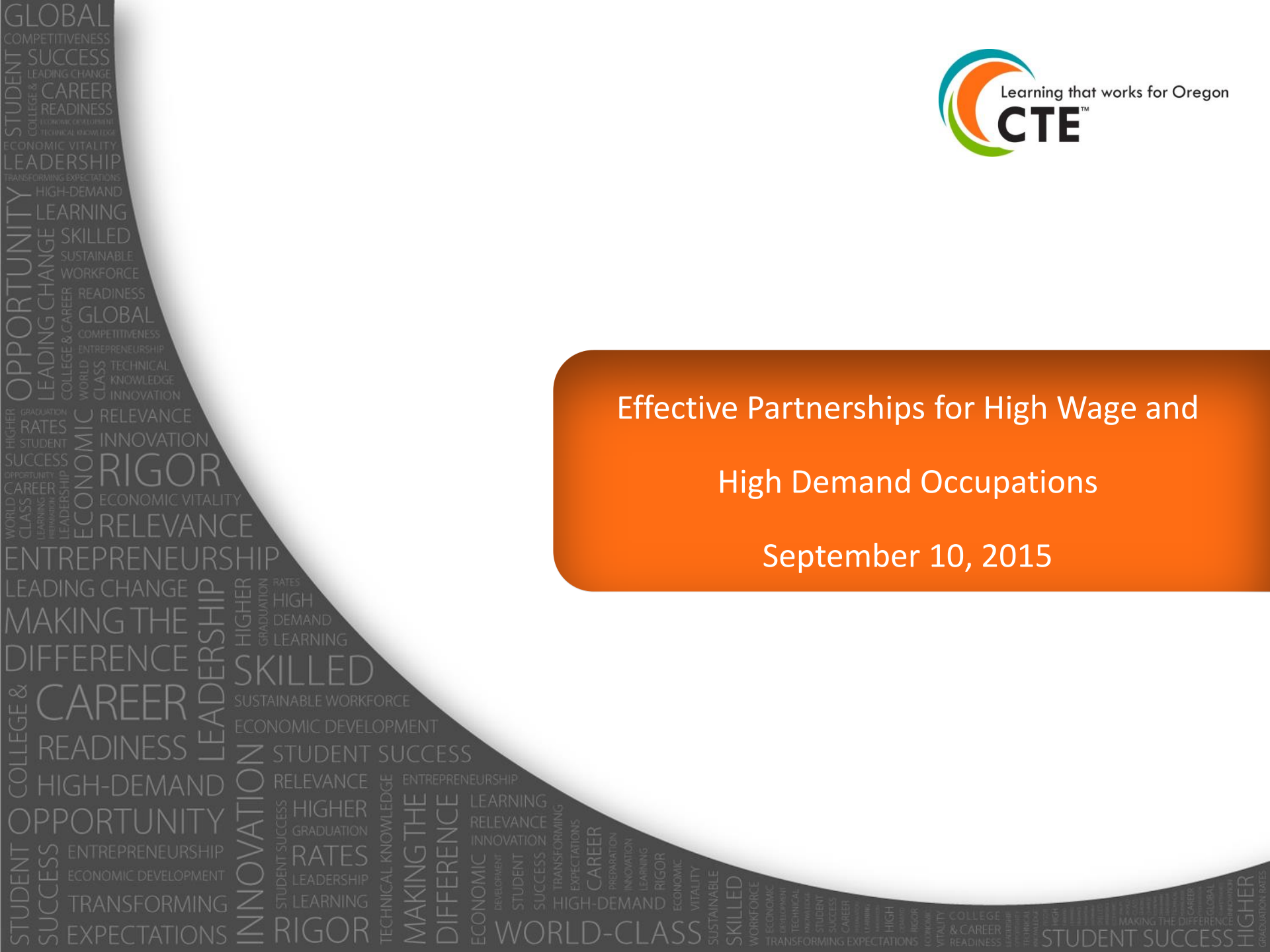




# Effective Partnerships for High Wage and High Demand Occupations

September 10, 2015



File Options View Help

Screen Sharing

**ON AIR** Showing Screen

Show My Screen Stop Showing Screen Give Keyboard & Mouse Change Presenter

Attendee List (4 | Max 16)

NAMES - ALPHABETICALLY

Bernd Christiansen (Organizer, Presenter...)

Chris Coleman

Allie

Brandon

Mute All Unmute All Invite Others

Audio

Audio Mode:  Use Telephone  Use Mic & Speakers

Dial: 916-233-3081

Access Code: 972-812-296

Audio PIN: 3

If you're already on the call, press #53# now.

Talking: Bernd

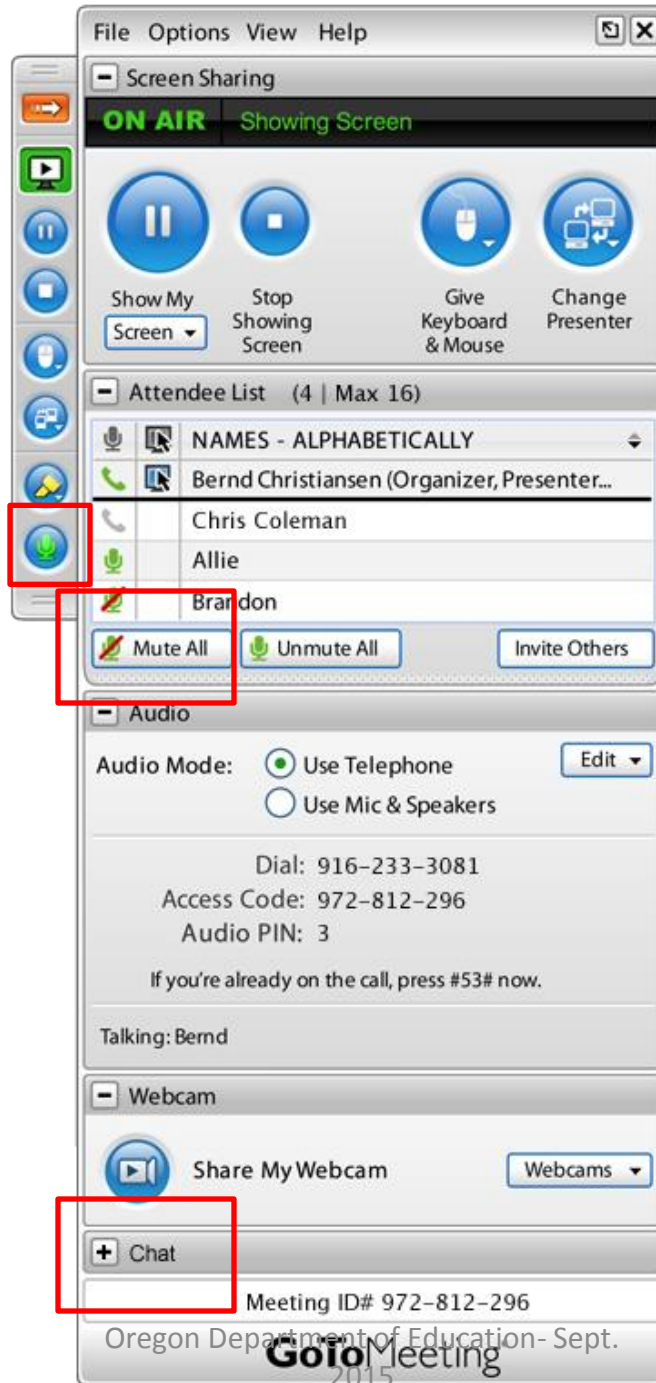
Webcam

Share My Webcam Webcams

Chat

Meeting ID# 972-812-296

Oregon Department of Education- Sept. 2015





## Defining High Wage and High Demand

Current Trends & Initiatives

What is a Partnership?

Building Partnership Process

Types of Partnerships

Leveraging Partnerships

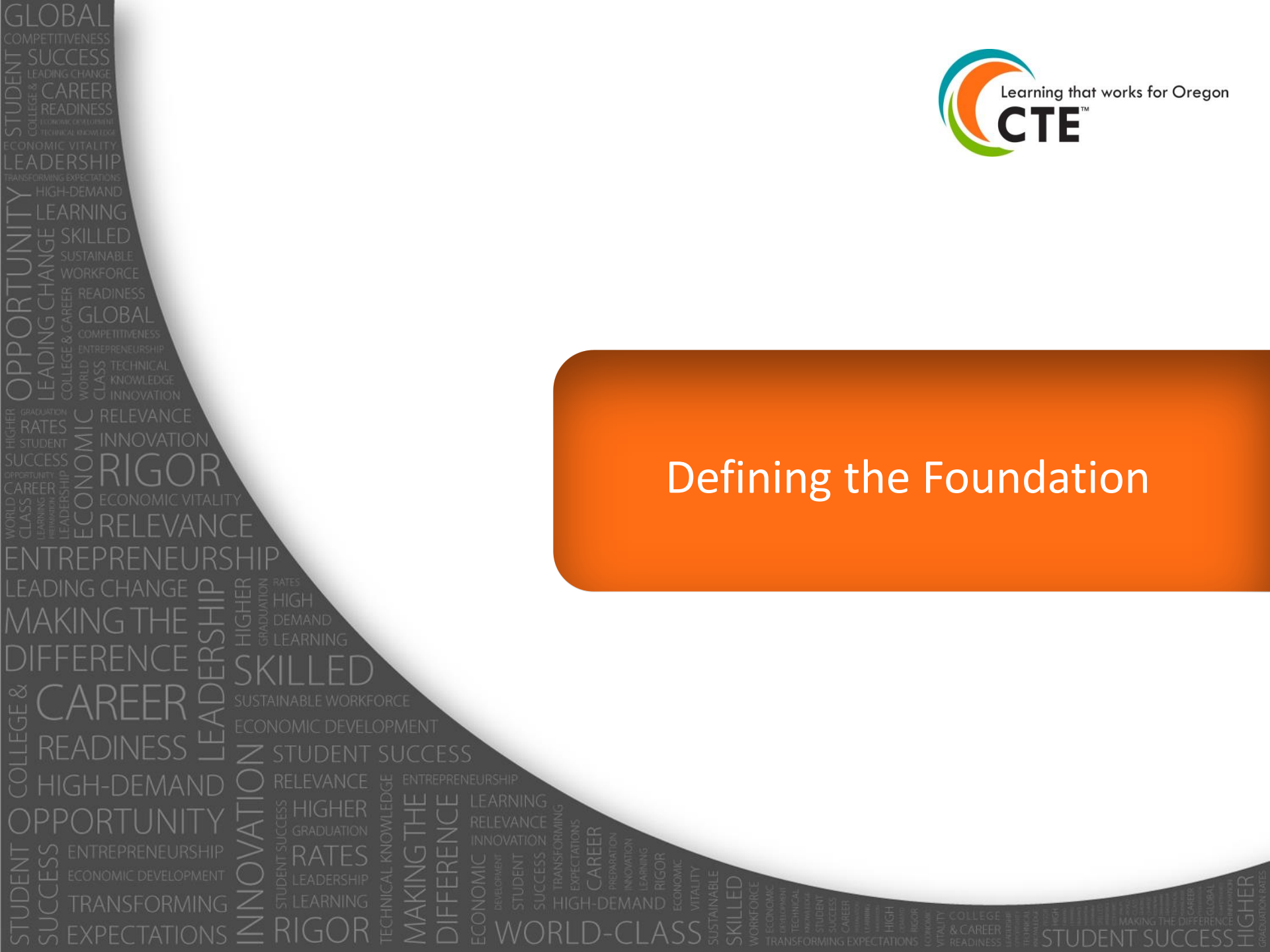
Resources & Questions

# Vision of CTE Revitalization Grant

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- Demonstrates **innovation** in the delivery of Career and Technical Education.
- Shows the **integration** of the separate elements of the proposal into a coherent project including the integration of core academic content and community resources.
- Supports the **expansion and growth** of CTE programs and students served.
- Provides students with **experiential learning** opportunities.
- Builds career pathways for students that lead to **high wage and high demand** occupations.

# Defining the Foundation



# High Wage and High Demand

CTE programs of study support economic growth and prosperity for students and communities. In order to be most effective, they need to provide pathways for students that can lead to high wage and high demand occupations.



# High Demand

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Oregon Employment Department defines high demand as having more than the median number of total openings for statewide or a particular region, which includes:

- Growth plus replacement
- Projected to have more openings in the next 10 years than the median for all occupations
- Median: sorting all occupations so the one with the most openings is at the top, the lowest is at the bottom, the ones in the middle are the median. All occupations above that are considered high demand
- This **does not** include emerging or experimental industries/occupations

# High Wage

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- Oregon Employment Department defines high wage as a wage that is more than the all-industry, all-ownership median wage for statewide or a particular region
- Oregon statewide median for 2013 was \$17.60



# Current Trends & Initiatives

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- 40/40/20
- CTE Revitalization Grant
- Perkins Law
- Career Pathways Initiatives
- CTE & STEM Initiatives
- Quality Programs of Study
- Workforce Innovation and Opportunity Act (WIOA)



# What is a Partnership?



# What is a Partnership?

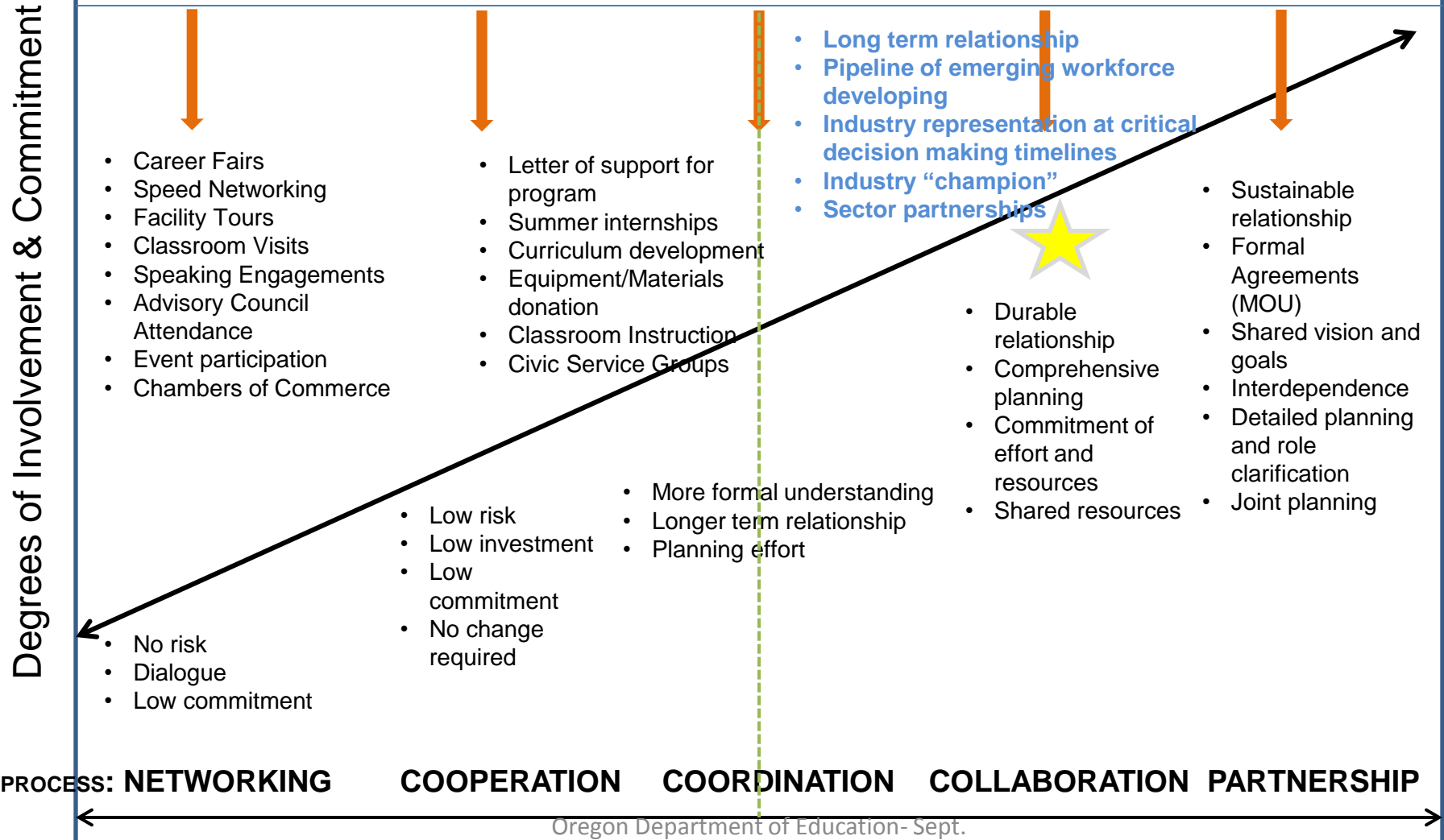
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**Partnerships** refer to active engagement between schools, business, industry, labor, trades, and other educational and training entities in relationship or support of CTE programs.

## Partnership Continuum

How to assess your current partnerships and strengthen your networks



# Building Partnerships Process



# Building the Partnership Bridge



Investigate

# Mind the Gap





Assess

# What is the Gap?





Building

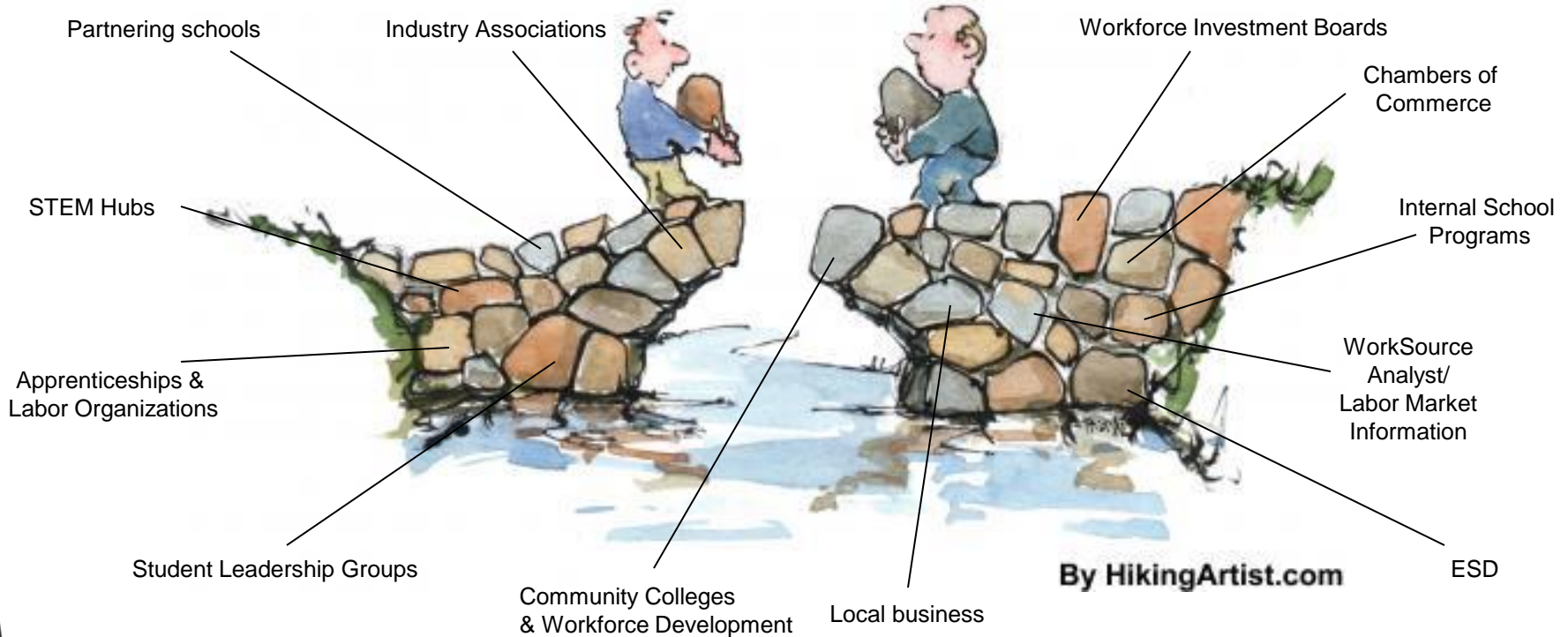
# Partnership Bridge



By [HikingArtist.com](http://HikingArtist.com)

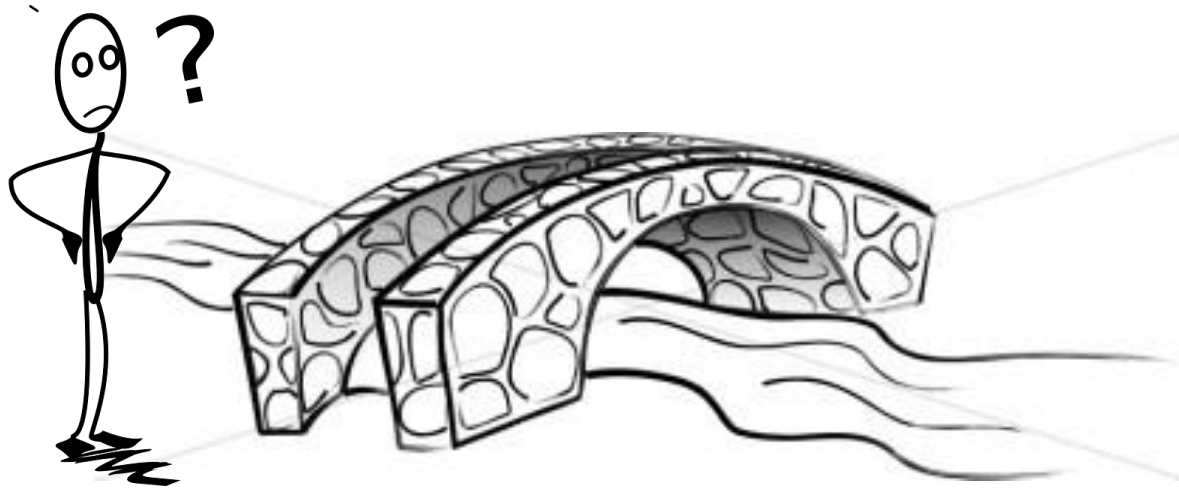
Organize

# Reinforce the Bridge



Action

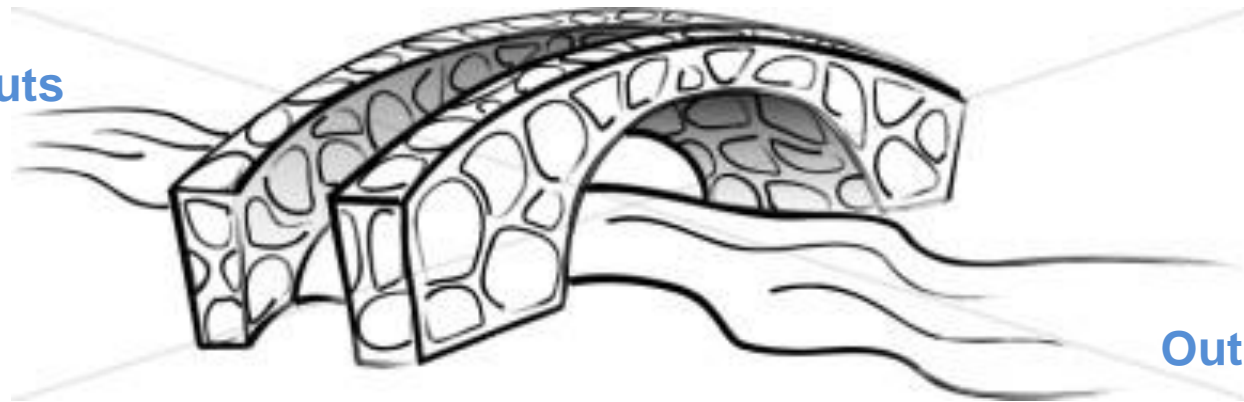
# Try the Bridge



Evaluate

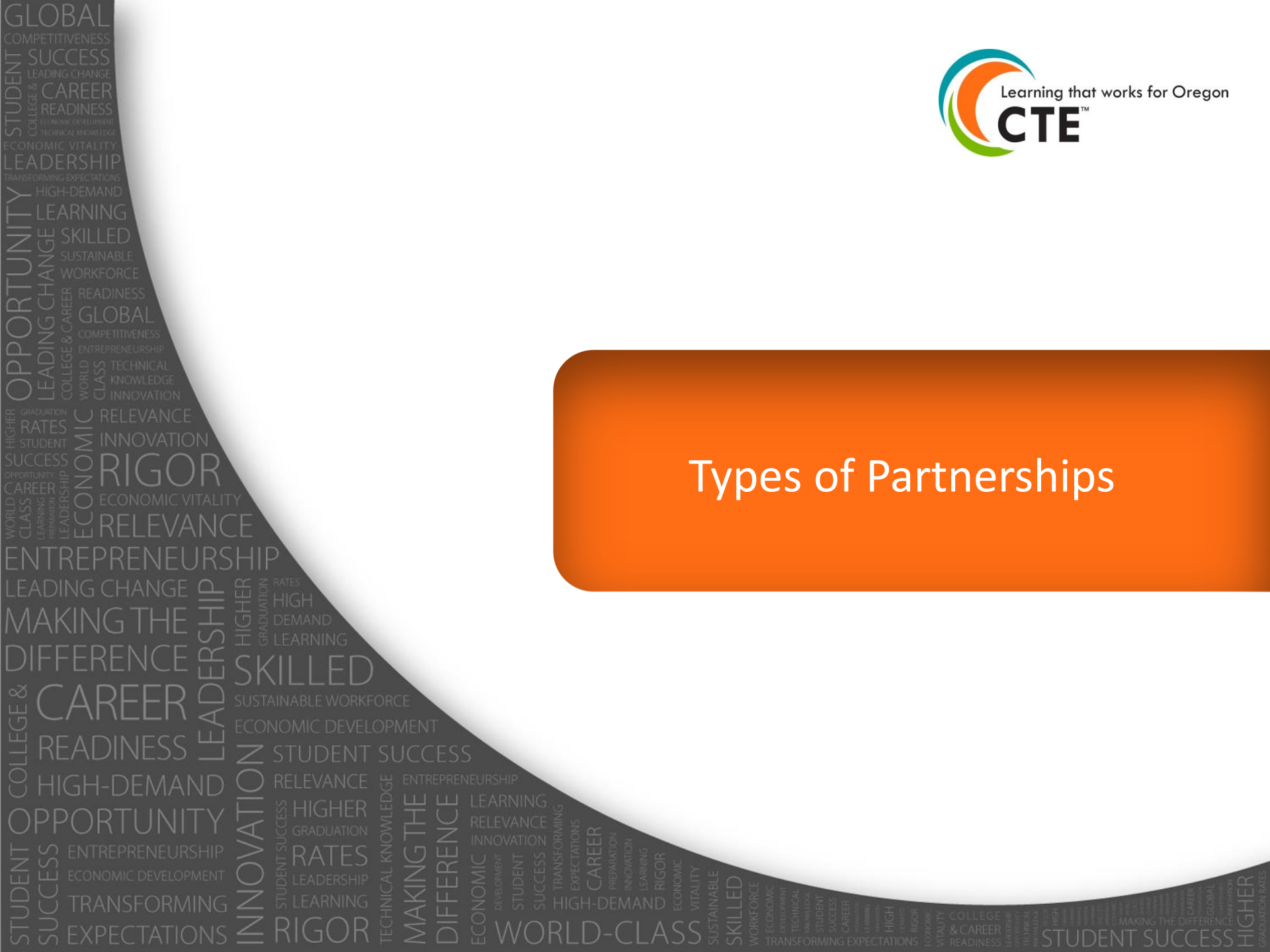
# The Bridge

Outputs



Outcomes

# Types of Partnerships



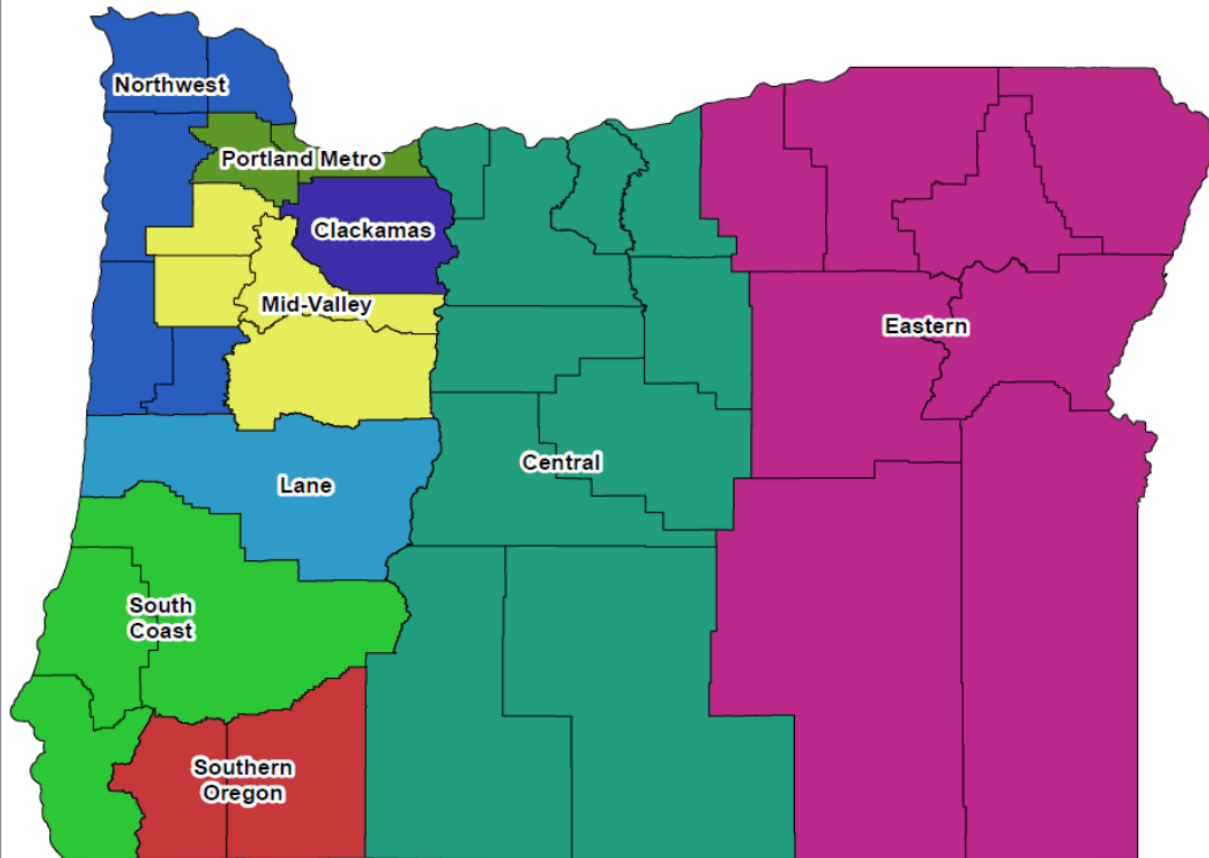
# Workforce Development

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The Oregon Workforce Partnership is a non-partisan, private/public, statewide association committed to building a more highly skilled workforce to support and expand Oregon's economy. Members are Oregon's local workforce investment boards who invest their resources to better align economic, education, and training systems based on the needs of our businesses and communities.

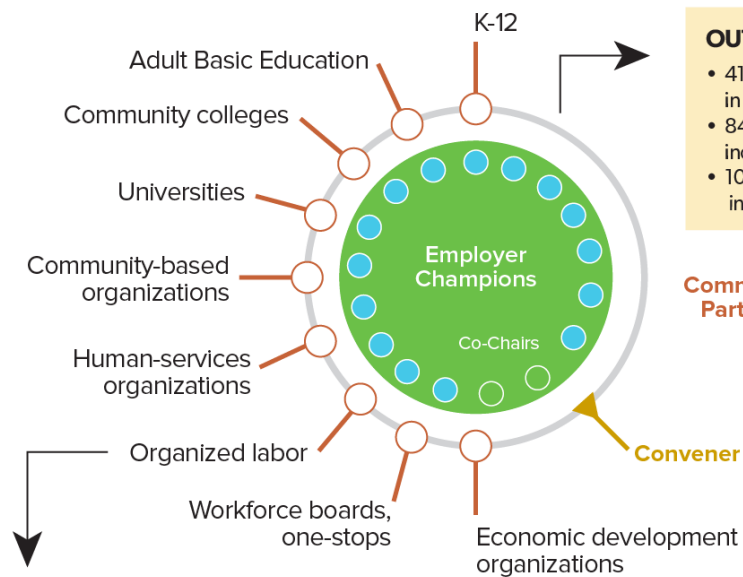
# Workforce Development

New Local Workforce Investment Areas (9)



# Workforce Development- Sector Strategies

## EMPLOYER-DRIVEN, COMMUNITY-SUPPORTED SECTOR PARTNERSHIPS



### OUTCOMES FOR EMPLOYERS

- 41% of employers report reductions in turnover
- 84% of employers report significant increases in productivity
- 100% of employers report participation in Partnership was valuable

### OUTCOMES FOR WORKERS

- 48% worker participants exited poverty
- 18% higher earnings
- More likely to work in jobs with benefits



# Industry Partners & Associations

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- OMEP
- Tooling U (SME)
- Manufacturing Institute
- Technology Association of Oregon
- Apprenticeships
- Oregon CTE Student Leadership Foundations (HOSA, DECA, SkillsUSA, FFA, FFLA, FBLA)
- Oregon Entrepreneur Network
- Outreach Coordinators of major hospitals

# Economic Development

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- Oregon State Chamber of Commerce
- Business Alliances
- WorkSource: OED Regional Economists, Workforce Analysts (Education2Work)
- Business Oregon
- AOI-Associated Oregon Industries

# Other

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- DHS- TANF
- Pre-Apprenticeship
- Apprenticeship
- Libraries
- Civic Services



# Share

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- Externship opportunities for instructors
- Training opportunities for students
- Summer programming
- Current programs in school benefit from future expansion for sustainability

# Barriers

Education Performance  
Measures

Curriculum

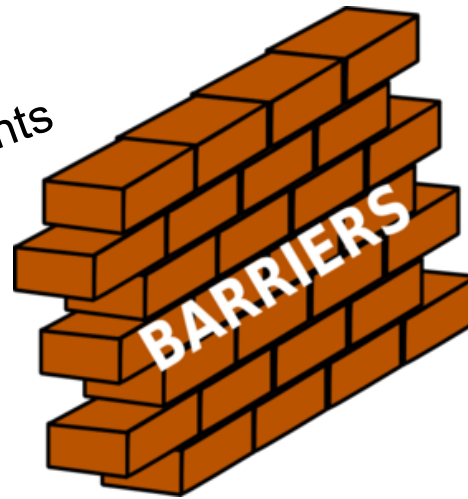
STEM

CTE  
Millenials

Resources

Internships

Students



Return on Investments

Competencies

Technicians

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Apprenticeships

CTE? STEM?

Customers

Clients

# Events for Developing Partnerships

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- Industry Day's
- Workforce Industry Sector Consortiums
- Skills Competition
- Robotics
- Community College Career Fairs
- Oregon Employment Department Job Fairs
- Chambers of Commerce
- Workforce Training Programs (via CC)

# Keep In Mind

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- #1- Understand the skills gap and truly understand competencies and skills that employers want and need to achieve growth and prosperity
- #2- Guarantee/define scope based on labor market information
- #3- Contribute to economic wealth
- #4- Be flexible: not everything works out as anticipated
- #5- Validate and ensure curriculum that meets both accreditation requirements and business needs
- #6- Partners bring resources to the table that you do not anticipate
- #7- Stay on top of new technology employed in the work place
- #8- Utilize partners: everyone is stronger by working together!



# Resources

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- [www.qualityinfo.org](http://www.qualityinfo.org)
- [www.oregonchamber.org](http://www.oregonchamber.org)
- Employer Engagement Toolkit- Pawlowski & Katz
- National Center for College and Career Transitions
- [www.oregonctso.org](http://www.oregonctso.org)
- [www.ode.state.or.us](http://www.ode.state.or.us)
- [www.oregon4biz.com](http://www.oregon4biz.com)



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