HOW TO MEASURE THE SUCCESS OF SECTOR PARTNERSHIPS

Southern Indiana Sectors Convening | June 13, 2017
Kathy Oren, Executive Director, Community Education Coalition (EcO Network)

Patricia Maguire, Associate Director, Regional and Sector Strategies, Jobs for the Future

Bryon Silk, Executive Director of Business Services, Indiana Department of Workforce Development
Baseline Participant Outcomes and Recommended Program Outcomes

What data is easily obtained and what is on your wish list?
What are the challenges/barriers?

Value of a Statewide Sector Strategy
WORKSHOP FORMAT

Types/Categories of Metrics
Participant & Program Outcomes

Practitioner perspective: Kathy Oren, EcO Manufacturing Network

Discussion: What is on your data wish list? Are there barriers to collecting data?

Large Group Report Out & Wrap Up
TYPES/CATEGORIES OF METRICS

- Participant
- Program
- Systems Change
- Business Impact
### BASELINE & RECOMMENDED OUTCOMES

#### PARTICIPANT
- # assessed
- # enrolled
- # successfully completing activity
- # of credentials attained
- # placed in employment
- # receiving wage increase
- # receiving a promotion
- Job retention at 3, 6, 12 month
- Other: supportive services, work based learning, etc.

#### PROGRAM
- Gap analysis
- MOU: roles & responsibilities
- Career pathways/ladders
- Articulation agreements
- Stackable credentials
- Continuous improvement process
- Braided funding model
- # Employers engaged in WBL opportunities
Southern Indiana Sectors
Convening – June 13, 2017
Kathy Oren
Executive Director, Community Education Coalition
H= High School
2= 2-year Programs
4= 4-year Programs
M= Master Degrees
LC= Learning Center
WO= WorkOne

Southeast Indiana
Advanced Manufacturing Center of Excellence (AMCE):
27 Post-Secondary Manufacturing, Engineering & Technology
Degree Programs @ IUPUC, Purdue Polytechnic Institute, &
Ivy Tech Community College Columbus

25 Post-Secondary Healthcare Related Pathways @ IUPUC & Ivy Tech Community
College Columbus

Automation & Robotics Technology @
Columbus Area Career Connection (C*)

Manufcuring & Engineering Immersion @
CSA New Tech, Columbus East & North

HIRE Technology @ Greensburg HS

HIRE Technology @ Franklin Co HS

HIRE Technology @ Southwestern HS

19 Post-Secondary Manufacturing, Engineering, Technology, & 22 Healthcare Related
Pathways @ Ivy Tech Community College (Madison, Batesville, Lawrenceburg)

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Skills Tasks & Results Training (START)
@ Education Center of Ohio Co

Ivy Manufacturing @ Ivy Tech Lawrenceburg

Ivy Manufacturing @ Ivy Tech Batesville

Dieotel Technology @ Southeastern Career Center (SCC)

May, 2017
EcO Network
Collaborative Structure

Economic opportunity aligned to our region’s economic strengths…

Advanced Manufacturing Network  
Health Care Network  
Emerging Networks

Coordinated and Aligned

through educational attainment…

High School Success and Transition to Post-Secondary Team  
Adult Education Team  
Post-Secondary Retention/Completion Team

Attainment Network

Serves and Supports

served and supported by a regional guiding team.

Network Representatives

THE REGIONAL PARTNER ORGANIZATIONS
Economic Opportunities Through Education  
Southeast Indiana Works Council  
Southeast Indiana Workforce Investment Board  
Southeast Indiana Health Consortium

A GUIDING TEAM
Small leadership teams that serve and support a network. Teams are composed of a convening organization, backbone support staff, key stakeholders, content experts, and process facilitators.

AREAS OF FOCUS
Recruitment  
Outreach  
Awareness  
Engagement  
Persistence  
Attainment

SHARED BACKBONE SUPPORT TEAM RESPONSIBILITIES:
Strategic Alignment (common agenda)  
Continuous Communications (regular meetings)  
Data Coordination  
Leveraged Resource Development  
Shared Infrastructure  
Network Coordination  
Advocacy and Policy  
Partnership Development
What is the problem we are trying to solve?

Current State Data / Publicly Available
Region 9 Population (ages 25-64)
Total Population - 171,967

Attainment Rate
Adults with Postsecondary Credential - 52,662 (30.6%)

Adults with HS Diploma but No College
All - 68,742 (40%)

All Adults - defined as adults ages 25-64 with a high school diploma but no college credit or experience
EcO Network - Low Income Demographics

Region 9 Poverty Data
Total Population for whom poverty status is determined - 320,185

All Below 200% of Poverty - 103,037 (32%)
All Below 125% of Poverty - 54,897 (17%)

Low Income - defined as adults at or below 200% of poverty.
Projected jobs requiring an Associate Degree or higher by 2025:

- Region = 13,000 jobs ~ 60% of all jobs
- State = 396,000 jobs ~ 65% of all jobs

(Source: IN DWD Hoosiers by the Numbers)

Why does educational attainment matter?

“We believe that education should prepare individuals for life, WORK, and civic engagement.”

Attainment Network
“We believe that education should prepare individuals for life, WORK, and civic engagement.”

High School Graduation Rate for the Class of 2015:
Region = 92.2%
State = 88.9%
(Source: IN DOE Compass)

Adults with Associate Degree or higher in 2015:
Region = 30.6%
State = 31.7%
(Source: U.S. Census Bureau, ACS, 5-Year Estimates)
The Grand Challenge – **EcO Healthcare Network**
To be a collaborative partnership among education, community and employers that will identify the high demand healthcare skills needed in our region and develop education pathways strategies to help increase the pipeline of healthcare employees.

Form a regional guiding team

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**Current State Map ("as-is")**
- Project Work Maps
- Customer Experience Maps
- Systems and Network Maps
- Strategy Matrix Maps
- Asset Maps

**Future State Picture ("could-be")**
- What opportunities exist to...
  - form or strengthen relationships
  - coordinate, connect, or align things
  - restructure the existing work
  - leverage and build on assets
  - create new ways of working together

**Understanding the Challenge**
- What’s working well?
- What challenges exist?
- What could be better aligned?
- What might be missing?
- Where are the leverage points and what can we influence?

**Identify and prioritize catalytic projects**

**Conduct a project with deliverables and metrics**

**Gather and understand the data**

**Create a current and future state picture**

**Establish and build trusting relationships**

**The Stakeholder Concept**
The fundamental creator or destroyer of value is stakeholder relationships.
- Stakeholder Leadership
- The Stakeholder Map

**A Collaborative Process**
The process is the solution. Agreeing on a process for working together from the beginning creates increased commitment and builds trust among stakeholder groups.
- The Process Map
- Decision-Making Process

**The Critical Roles**
- Guiding Team
- Facilitative Leadership
- Stakeholder Organizations
- Process Facilitator(s)
- Content Experts

**The Shared Outcomes**
What outcomes and benefits do the stakeholders collectively desire?
- What creates value for each stakeholder?

**Stakeholder Alignment**
What two to three themes would strategically align the interests of the stakeholder group?

**Gathering the Information**
Stakeholders have more confidence when they determine their own information needs, as well as, how they will gather it, analyze it, and use it.
- Content and Contextual Information
- Stakeholder Work and Projects
- Show and Tell: Presenting the Collected Evidence

---

**Continuous Improvement**
- Project Portfolio Review
- Enlightened Improvement
- Process Improvement

**Strategic Alignment**
- Strategic Goal Tree
- Coalition Structure
- Performance Scorecard
- Support Organization
- Communications

**Restructuring the Work**
At the core of value transformation is changing the way stakeholders are organized to deliver service.

**Balanced Portfolio of Catalytic Projects**
- Small Wins
- Experiments
- Systemic Solutions
- Working Teams
- Project Timelines
- Shared Measures
- Gather the Resources

**Why**

**What**

**WHO**

**Start Here**
Identify a key community issue

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The Next Turn of the Circle...

Understanding the Challenge
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Form a regional guiding team
Who are the Stakeholders?
Regional Guiding Team Members:

1. Becki Combs – C4
2. Harold Wilson - Cummins Inc.
4. Melissa Miller - Honda Manufacturing of Indiana
5. Steve Coffman - Ivy Tech
6. Richard Sewell - National Able Network
7. Madison Consolidated Schools
8. Eric Kranz - Dearborn County Chamber of Commerce
9. Mark Graver - Ivy Tech
10. Carla Enzinger - Batesville Tool & Die
11. Stephanie Weber – EcO Regional Advanced Manufacturing Network
Healthcare Network

Who: Guiding Team

Employers:
Tina Bedey - Columbus Regional Health
Tammie Phillips - Decatur County Memorial Hospital
Lisa Scripture - Margaret Mary Hospital
Kathy Covert - Schneck Medical Center
Julie Warren - Schneck Medical Center
Summer Hall - Trilogy Health Services
Elaine Campbell - Trilogy Health Services

Education:
Jennifer Steinwedel - C4
Carol Behling – C4
Beth Sharer – IUPUC
Carrie Shaver - IUPUC
Kathy Woodward - Ivy Tech Community College
Sara Beglin Dunlap - Ivy Tech Community College

Community:
Jeff Hartz - East Indiana Area Health Education Centers
Jenny Coors - East Indiana Area Health Education Centers
Kathy Oren - Community Education Coalition / EcO Network
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**Identify and prioritize catalytic projects**

**Conduct a project with deliverables and metrics**

**Identify the right people who want to address the issue**

**Establish and build trusting relationships**

**Gather and understand the data**

**Create a current and future state picture**

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**Gather demand data: Regional healthcare workforce needs assessment**

**Map demand data to education programs**

**Gather demand data: Regional healthcare workforce needs assessment**

**Map demand data to education programs**
<p>| Critical and Hard-to-Fill Region? Where? | CNA: Secondary schools, Ivy Tech, Adult Ed Center / WorkINdiana | LPN: Tech Certification @ Ivy Tech | Registered Nurses | Masters-level nurses / NPs | Ivy Tech / IUPUC | Medical Lab Techs | Physicians | Physical Therapists | Occupational Therapists | Speech Therapists | Master | Ultrasound Tech / Sonographer | Ivy Tech at Terre Haute | LCSWs and LMHCs | LCSW @ IU East | LMHC @ IUPUC | Respiratory Therapists | New Castle - Ivy Tech | IUPUI - Richmond |</p>
<table>
<thead>
<tr>
<th>Critical and Hard-to-Fill Region?</th>
<th>Where?</th>
</tr>
</thead>
<tbody>
<tr>
<td>CNAs and LPNs</td>
<td></td>
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<tr>
<td>Y CNA: Secondary schools, Ivy Tech, Adult Ed Center / WorkINdiana</td>
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<tr>
<td>LPN: Tech Certification @ Ivy Tech</td>
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<tr>
<td></td>
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<tr>
<td>Registered Nurses</td>
<td></td>
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<tr>
<td>Y Ivy Tec / IUPUC</td>
<td></td>
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<tr>
<td>Masters-level nurses / NPs</td>
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<tr>
<td>N IUPUI</td>
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<tr>
<td>Certified Medical Assistants</td>
<td></td>
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<tr>
<td>Y Ivy Tech / Reed</td>
<td></td>
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<tr>
<td>Medical Lab Techs</td>
<td></td>
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<tr>
<td>N Physicians</td>
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<tr>
<td>N Physical Therapists</td>
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<td>N PhD Occupational Therapists</td>
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<tr>
<td>N Master Speech Therapists</td>
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<tr>
<td>N Master Ultrasound Tech / Sonographer</td>
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<tr>
<td>N Ivy Tech at Terre Haute</td>
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<td>LCSWs and LMHCs</td>
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<td>Y LCSW @ IU East</td>
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<td>LMHC @ IUPUC</td>
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<tr>
<td>Respiratory Therapists</td>
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<tr>
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<td></td>
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<td>IUPUI - Richmond</td>
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</tbody>
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### Co-Created Educator/Employer Recruitment Strategies

<table>
<thead>
<tr>
<th>Teachers</th>
<th>Youth</th>
<th>Under/Unemployed Workers</th>
<th>Adults with Some College</th>
<th>Incumbent Workers</th>
</tr>
</thead>
<tbody>
<tr>
<td>E-HEC Career Awareness Programs</td>
<td>You Can Go Back</td>
<td>EEO Champions &amp; Career Awareness Events</td>
<td>Tuition Reimbursement &amp; Incentives</td>
<td>Employee Engagement</td>
</tr>
</tbody>
</table>

### Education Pathway

<table>
<thead>
<tr>
<th>Stakeholders</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bartholomew Consolidated School Corporation</td>
</tr>
<tr>
<td>CST Career Tech Ed</td>
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<thead>
<tr>
<th>Education Pathway</th>
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<td>16</td>
</tr>
</tbody>
</table>

### Shared Measurement Scorecard

<table>
<thead>
<tr>
<th>2016 Enrollments (Baseline)</th>
<th>2017 Fall Enrollments (Goal)</th>
<th>2017 Fall Enrollments (Actual)</th>
<th>2018 Fall Enrollments (Goal)</th>
</tr>
</thead>
<tbody>
<tr>
<td>00</td>
<td>09</td>
<td>09</td>
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</table>

### Industry Pathway

<table>
<thead>
<tr>
<th>FLTIC</th>
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<tbody>
<tr>
<td>PLTW Bio Med</td>
</tr>
</tbody>
</table>

### Regional Employers

<table>
<thead>
<tr>
<th>Regional Employers</th>
</tr>
</thead>
<tbody>
<tr>
<td>- CIB</td>
</tr>
<tr>
<td>- CDI</td>
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<tr>
<td>- Greater Co-Mental</td>
</tr>
<tr>
<td>- Hampshire Family</td>
</tr>
<tr>
<td>- Memorial Health</td>
</tr>
<tr>
<td>- Tri-County Health</td>
</tr>
</tbody>
</table>

### IUPUI

<table>
<thead>
<tr>
<th>CLINICALS</th>
</tr>
</thead>
<tbody>
<tr>
<td>CNA</td>
</tr>
</tbody>
</table>

### Events and Outreach Calendar: 2017

<table>
<thead>
<tr>
<th>DATE</th>
<th>EVENT DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>9/17</td>
<td>Career Fair, Columbus Learning Center</td>
</tr>
<tr>
<td>9/20</td>
<td>Hospital Tours and Teacher Workshops</td>
</tr>
<tr>
<td>10/1</td>
<td>Employer Presentation/CAREERS &amp; Keynote</td>
</tr>
<tr>
<td>10/30</td>
<td>Resume writing presentation for skilled trades Jrs and Srs</td>
</tr>
<tr>
<td>11/3</td>
<td>Interview presentation for skilled trades Jrs and Srs</td>
</tr>
<tr>
<td>11/9</td>
<td>CTE PLTW-BioMed Industry Tours</td>
</tr>
<tr>
<td>11/17</td>
<td>Industry Field Trips/CAREERS</td>
</tr>
<tr>
<td>12/1</td>
<td>Resume Presentation to CS DNA Students</td>
</tr>
<tr>
<td>1/19</td>
<td>Career Fair &amp; CST Open House</td>
</tr>
<tr>
<td>3/18</td>
<td>Internship presentation to Civil Engineering Students</td>
</tr>
</tbody>
</table>
Supply-Demand Analysis of High-Demand Workforce Competencies: Medical

**Certificates**
- **Dental Assistants**: Severe Shortage
  - Degrees: 17, Jobs: 41
- **Emergency Medical Technicians**: Severe Shortage
  - Degrees: 17, Jobs: 52
- **Licensed Practical & Vocational Nurses**: Severe Shortage
  - Degrees: 46, Jobs: 94
- **Medical Assistants**: Balanced
  - Degrees: 321, Jobs: 149
- **Medical Records & Health IT Technicians**: Surplus
  - Degrees: 165, Jobs: 33

**Associate**
- **Nuclear Medicine / Radiologic Technicians**: Shortage
  - Degrees: 23, Jobs: 42
- **Registered Nurses**: Shortage
  - Degrees: 365, Jobs: 490
- **Medical Lab Technicians & Technologists**: Severe Shortage
  - Degrees: 13*, Jobs: 78
- **Medical & Health Services Managers**: Surplus
  - Degrees: 76, Jobs: 47

**Bachelor**
- **Biological Technicians**: Surplus
  - Degrees: 255*, Jobs: 11
- **Microbiologists**: Surplus
  - Degrees: 9, Jobs: 6

% of job need addressed by local graduates

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Degree Output, 2012 vs. Annual Forecast of Job Openings, 2013-2018
Sample of K-12 Programs

PLTW and Robotics

1150 Coding Camp
Code Dojo
Kids Common Coding
C4 for network
FIRST robotics
Lego Robotics
Hour of Code
Destination Imagination
MIT Scratch Programming

Work with NexTech
NEST student computer repair
Microsoft Imagine
Lego Camp 3-6
Partner with 4H for robotics
CMI and Aisin sponsor robotics

Lego Camp 6-8
Middle School Tech Club
No High School robotics
Partner with Vincennes

NexTech 2017/2018
Partnering with IvyTech
Developing a Cyber Camp
Code.org
Hour of Code
Kids Discovery Factory
Code Academy 7-12
Girls Who Code
Tech Club
Ethics discussions
Google First
Cyber Patriot Competition
Destination Imagination
Cardinal Tech Squad
E-Learning
Code.org
EV3 Lego Robotics
Nasa Ignite online

1150 Academy code.org
Coder Dojo
K-5 robotics

JCIC has an IT Program
Collaborate with IvyTech and Hanover
AP Classes and PLTW
Lynda.com for training
The Leader in Me program

Beam Inc. Confidential
The Grand Challenge:
To be a collaborative partnership among education, community and employers that will identify the high demand healthcare skills needed in our region and develop education pathways strategies to help increase the pipeline of healthcare employees.

**What are our targets, and how do we measure success?**

**What can we work on together?**

**Continuous Improvement**
- Project Portfolio Review
- Enlightened Improvement
- Process Improvement

**Disciplined continuous improvement**

**Conduct a project with deliverables and metrics**

**Identify and prioritize catalytic projects**

**Create a current and future state picture**

**Gather and understand the data**

**Establish and build trusting relationships**

**HOW**

**Who**

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- Show and Tell: Presenting the Collected Evidence
The EcO Regional Manufacturing Network is focused on bringing together educators, manufacturing leaders, workforce, and community-based organizations that can work together to coordinate and align educational program offerings to students that can then successfully connect with well-paying, high-in-demand manufacturing occupations.

**THE GUIDING TEAM MEMBERS**
- Ivy Tech Community College
- C4 Career & Technical Education
- Madison Consolidated Schools
- Jackson Co. Industrial Development Corporation
- Workforce Development
- National Able
- Cummins Inc.
- Batesville Tool & Die
- Honda Mfg of Indiana
- Dearborn Co Chamber
- Adult Education
- EcO Mfg Network

---

**WHAT IS THE VISION?**
The Grand Challenge

**WHAT ARE THE GOALS?**
The Few Things That Matter

**WHAT IS OUR WORK?**
The Strategic Focus Areas

**WHAT ARE THE TARGETS?**
The Outputs We Measure

**WHAT DIFFERENCE DO WE MAKE?**
The Outcomes and Results

---

**Regional Collaboration**
- Increased collaboration among education, business, and regional communities
- Increased collaboration between schools, WorkOne and workforce system

**Economic Benefits**
- Lower regional unemployment
- Decreased employment turnover rates for companies
- More companies growing and investing in the region

**The Equity Imperative**
- Equal opportunity for academic success
- Increased access to education leading to economic opportunity
- Greater recognition of the value of technical education

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**EcO Regional Manufacturing Network Guiding Team**

**2017 Strategic Goal Tree**

- **Expansion of Cub Mfg Pathway** (Madison Consolidated High, Seymour High, & Ivy Tech Batesville Campus)
  - Enrollments/Certifications Earned/ # STW placements
    - 43 enrolled

- **C4 Advanced Automation & Robotics Pathway**
  - Other targeted pathways: Precision Machining, Draft & Design, Electronics, PLTW
  - Enrollments/Certifications Earned/ # STW placements
    - 24 enrolled

- **SCC Diesel Technology Pathway**
  - Other targeted pathways: Precision Machining, Draft & Design, Welding
  - Enrollments/Certifications Earned/ # of STW placements
    - 62 enrolled

- **HS Summer Mfg Student Internships (16/17 y.o.)**
  - # of student placements/ # of industry hosts
    - 45 interns 27 hosts

- **Regional Skilled Trades Teacher Externships**
  - # of educators/ # of industry hosts
    - 64 educators 47 hosts

- **Honda Technical Co-Op Program**
  - # of students/graduates/ # FT Job Offers
    - 5 students 4 Jobs

- **Batesville High School Mfg Internship Co-Op**
  - # of STW placements/ # of industry hosts
    - 8 students 4 hosts

- **Apprenticeship Programs w/DOL**
  - # of STW placements/ # of industry hosts
    - 23,867 activities 408,913 touchpoints

- **EcO Network Champions & STEM Career Outreach Activities**
  - # of career awareness & recruitment touchpoints (including # of activities, # of student, parent, & educator touchpoints)
    - 23,367 activities 408,913 touchpoints

- **October: Manufacturing Month**
  - # activities, mfg hosts, and students in attendance

- **Mfg Tours, Classroom PR’s, Counselor Lunch & Learns, K-12 Educator Events, Career Fairs, Etc.**
  - # activities, mfg hosts, and students in attendance
Project Level Outcomes & Success Measures
Outputs We Measure
EcO Regional Manufacturing Network

- Enrollments / Certifications Earned
- # School To Work Placements
- # Internship placements / # of teacher externships / # of industry hosts
- # of career awareness activities (23,687)
- # of career awareness “attendance counts” (408,913)
Skilled Trades Enrollment Scorecard

<table>
<thead>
<tr>
<th>Program Enrollments</th>
<th>2013 Fall Enrollments (Baseline)</th>
<th>2014 Fall Enrollments</th>
<th>2015 Fall Enrollments (Current)</th>
<th>2016 Fall Target Enrollments</th>
</tr>
</thead>
<tbody>
<tr>
<td>C⁴ Precision Machining</td>
<td>62</td>
<td>70/70</td>
<td>51/*75 (Max capacity)</td>
<td>33/*75</td>
</tr>
<tr>
<td>C⁴ Electronics/Computer Tech</td>
<td>27</td>
<td>28/28</td>
<td>63/32</td>
<td>21/38</td>
</tr>
<tr>
<td>C⁴ Drafting &amp; Design</td>
<td>11</td>
<td>18/24</td>
<td>14/25</td>
<td>10/30</td>
</tr>
<tr>
<td>NEW- C⁴ Automation &amp; Robotics</td>
<td>N/A</td>
<td>N/A</td>
<td>17/15</td>
<td>24/19</td>
</tr>
<tr>
<td>ITCC Industrial Tech, Design Tech</td>
<td>46</td>
<td>148/50</td>
<td>120/95</td>
<td>98/100</td>
</tr>
<tr>
<td>ITCC Automation &amp; Robotics</td>
<td>5</td>
<td>19/11</td>
<td>27/30</td>
<td>36/40</td>
</tr>
</tbody>
</table>

**Internships/School-to-Work**

| # of Companies Offering STW  | 2                                | 5/5                   | 7/6                             | 7/7                           |
| # of companies participating in targeted presentations at the feeder HS's | 6                                | 7/6                   | 7/7                             | 8/8                           |

*Lost two skilled trades teachers*
iGrad Success Metrics

Drop-outs by year

Prior to the start of the iGrad Program, more than 100 students dropped out of school prior to graduation. By 2015, the number of drop-outs in Bartholomew County was cut in half.
### Skill Up Projects

**EcO Network - Southeast Indiana Region**

<table>
<thead>
<tr>
<th>Project</th>
<th>CEC Contact</th>
<th>Project Owner</th>
<th>Partner</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Manufacturing Projects</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Conexus High School Internships</td>
<td>Stephanie Weber</td>
<td>Wes Wood</td>
<td>Conexus</td>
</tr>
<tr>
<td>Cub Manufacturing Madison</td>
<td>Stephanie Weber</td>
<td>Nathan Hadley</td>
<td>Madison Consolidated Schools</td>
</tr>
<tr>
<td>Owl Manufacturing Seymour</td>
<td>Stephanie Weber</td>
<td>Rob Hooker</td>
<td>Seymour High School</td>
</tr>
<tr>
<td>Ivy Tech Adv Manufacturing Co-op</td>
<td>stephanie Weber</td>
<td>Steve Coffman</td>
<td>Ivy Tech Foundation</td>
</tr>
<tr>
<td>Teacher Externships</td>
<td>Stephanie Weber</td>
<td>Stephanie Weber</td>
<td>CEC Managed Project</td>
</tr>
<tr>
<td><strong>Healthcare Projects</strong></td>
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<tr>
<td>Healthcare Pipeline Advisor</td>
<td>Kathy Oren</td>
<td>Beth Sharer</td>
<td>IUPUC Foundation</td>
</tr>
<tr>
<td>Accelerated Bachelor of Nursing</td>
<td>Kathy Oren</td>
<td>Beth Sharer</td>
<td>IUPUC Foundation</td>
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<tr>
<td><strong>Attainment Projects</strong></td>
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<tr>
<td>Dream It Do It Career Awareness Expansion</td>
<td>Stephanie Weber</td>
<td>Stephanie Weber</td>
<td>CEC Managed Project</td>
</tr>
<tr>
<td>IT Workforce Needs Assessment</td>
<td>Kathy Oren</td>
<td>Elizabeth Carey</td>
<td>CEC Managed Project</td>
</tr>
<tr>
<td>EcO Regional Data Scorecards - IUPPI Project</td>
<td>Kathy Huffman</td>
<td>Drew Klacik</td>
<td>CEC &amp; IU Public Policy Institute</td>
</tr>
<tr>
<td>Data - National Student Tracker</td>
<td>Kathy Huffman</td>
<td>Kathy Huffman / Drew Klacik</td>
<td>CEC &amp; IU Public Policy Institute</td>
</tr>
<tr>
<td><strong>High School Success Projects:</strong></td>
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<tr>
<td>High School to Employer Talent Pipeline</td>
<td>Kathy Huffman</td>
<td>Kurt Kegerreis</td>
<td>Southeast Indiana Workforce Investment Board</td>
</tr>
<tr>
<td>Dropout Prevention - WIB Support</td>
<td>Kathy Huffman</td>
<td>Kurt Kegerreis</td>
<td>Southeast Indiana Workforce Investment Board</td>
</tr>
<tr>
<td>Dropout Prevention - Brownstown HS</td>
<td>Kathy Huffman</td>
<td>Laurie Dickerson</td>
<td>Ivy Tech Foundation</td>
</tr>
<tr>
<td>Dropout Prevention - Madison HS</td>
<td>Kathy Huffman</td>
<td>Nathan Hadley</td>
<td>Madison Consolidated Schools</td>
</tr>
<tr>
<td>Dropout Prevention - South Ripley HS</td>
<td>Kathy Huffman</td>
<td>David Wintin</td>
<td>South Ripley Community School Corporation</td>
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<tr>
<td>Dropout Prevention - Switzerland Co. HS</td>
<td>Kathy Huffman</td>
<td>Marla Edwards / Carrie Barwick</td>
<td>Switzerland County School Corporation</td>
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<tr>
<td><strong>Latino Education - College &amp; Career Coaching</strong></td>
<td>Luz Elena Michel</td>
<td>Luz Elena Michel</td>
<td>CEC Managed Project</td>
</tr>
<tr>
<td><strong>Adult Education &amp; Transition to Postsecondary Projects</strong></td>
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<td></td>
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<tr>
<td>Adult Education Works!</td>
<td>Kathy Huffman</td>
<td>Molly Dodge</td>
<td>River Valley Resources</td>
</tr>
<tr>
<td>Transition to Postsecondary with Departmental Corrections</td>
<td>Kathy Huffman</td>
<td>Katie Mote</td>
<td>Ivy Tech Foundation</td>
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</tbody>
</table>
Skill Up - Cumulative Outcomes Metrics  
EcO Network of Southeast Indiana  
May 2017

<table>
<thead>
<tr>
<th></th>
<th>Cumulative Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total number of learners enrolled in programs:</td>
<td>4121</td>
</tr>
<tr>
<td>Total number of learners, as part of the proposed plans, that have:</td>
<td></td>
</tr>
<tr>
<td>Earned an industry-recognized certificate:</td>
<td>92</td>
</tr>
<tr>
<td>Earned dual/college credit:</td>
<td>519</td>
</tr>
<tr>
<td>Received employability skills training:</td>
<td>2433</td>
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<tr>
<td>Entered occupational training:</td>
<td>131</td>
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<tr>
<td>Completed occupational training:</td>
<td>102</td>
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<tr>
<td>Engaged in a work and learn opportunity:</td>
<td>1113</td>
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<tr>
<td>Obtained employment:</td>
<td>241</td>
</tr>
<tr>
<td>Transitioned to post-secondary:</td>
<td>499</td>
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</table>
### Skill Up Metrics

#### Eco Network Totals

<table>
<thead>
<tr>
<th></th>
<th>K-12</th>
<th>Adult Learner</th>
<th>Employment</th>
<th>Career/ Job Awareness</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>QTR YTD GOAL</td>
<td>QTR YTD GOAL</td>
<td>QTR YTD GOAL</td>
<td>QTR YTD GOAL</td>
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<tr>
<td><strong>Total</strong></td>
<td>1127 3123 72</td>
<td>268 993 76</td>
<td>80 248 0</td>
<td>181666 412529 100000</td>
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</tbody>
</table>

#### Eco Manufacturing Network

<table>
<thead>
<tr>
<th>Program Name</th>
<th>K-12</th>
<th>Adult Learner</th>
<th>Employment</th>
<th>Career/ Job Awareness</th>
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<tbody>
<tr>
<td>Student Internships</td>
<td>21 16</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Teacher Externships</td>
<td></td>
<td>15 64 48</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cub Manufacturing (Computer Integrated Manufacturing)</td>
<td>7</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Owl Manufacturing</td>
<td>15</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Ivy Tech Batesville Mfg</td>
<td>8</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DIDI (EcO) Champion Network *</td>
<td>60 56 28 28</td>
<td></td>
<td>180,475</td>
<td>408,913</td>
</tr>
</tbody>
</table>

**Total** 0 111 72 43 92 76 180,475 408,913 100,000

#### Attainment Network May. 2017

<table>
<thead>
<tr>
<th>Project Name</th>
<th>K-12</th>
<th>Adult Learner</th>
<th>Employment</th>
<th>Career/ Job Awareness</th>
</tr>
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<tbody>
<tr>
<td><strong>QTR</strong> <strong>YTD</strong> <strong>GOAL</strong></td>
<td><strong>QTR</strong> <strong>YTD</strong> <strong>GOAL</strong></td>
<td><strong>QTR</strong> <strong>YTD</strong> <strong>GOAL</strong></td>
<td><strong>QTR</strong> <strong>YTD</strong> <strong>GOAL</strong></td>
<td><strong>QTR</strong> <strong>YTD</strong> <strong>GOAL</strong></td>
</tr>
<tr>
<td>IS to Employer Talent Pipeline (Resume Project)</td>
<td>383 1350</td>
<td>7 16</td>
<td>383 1350</td>
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<tr>
<td>HS Success - WIB</td>
<td>0 0</td>
<td>0 0</td>
<td>0 0</td>
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<tr>
<td>HS Success - Brownstown iGrad</td>
<td>5 36</td>
<td>0 0</td>
<td>0 0</td>
<td></td>
</tr>
<tr>
<td>HS Success - Madison</td>
<td>220 605</td>
<td>0 0</td>
<td>518 693</td>
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<tr>
<td>HS Success - South Ripley</td>
<td>0 360</td>
<td>0 0</td>
<td>0 0</td>
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<tr>
<td>HS Success - Switzerland County</td>
<td>450 450</td>
<td>0 0</td>
<td>5 455</td>
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<tr>
<td>Latino Education - Bartholomew County</td>
<td>69 211</td>
<td>56 130</td>
<td>125 341</td>
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<tr>
<td>Adult Education Works</td>
<td>0 0</td>
<td><strong>71 321</strong></td>
<td>71 327</td>
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<tr>
<td>Transition to Postsecondary with DOC</td>
<td>0 0</td>
<td>89 450</td>
<td>89 450</td>
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<tr>
<td><strong>Total</strong></td>
<td>1127 3012</td>
<td>216 901</td>
<td>80 248 3616</td>
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</table>

#### Healthcare Network May. 2017

<table>
<thead>
<tr>
<th>Project Name</th>
<th>K-12</th>
<th>Adult Learner</th>
<th>Employment</th>
<th>Career/ Job Awareness</th>
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<tbody>
<tr>
<td><strong>QTR</strong> <strong>YTD</strong> <strong>GOAL</strong></td>
<td><strong>QTR</strong> <strong>YTD</strong> <strong>GOAL</strong></td>
<td><strong>QTR</strong> <strong>YTD</strong> <strong>GOAL</strong></td>
<td><strong>QTR</strong> <strong>YTD</strong> <strong>GOAL</strong></td>
<td><strong>QTR</strong> <strong>YTD</strong> <strong>GOAL</strong></td>
</tr>
<tr>
<td>Healthcare Pipeline</td>
<td>9</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Thank you!

Economic Opportunities through Education (EcO) Network
DISCUSSION

Collecting currently?

Wish list?

Barriers & challenges?
LARGE GROUP REPORT OUT & WRAP UP
THANK YOU!

JOBS FOR THE FUTURE

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