Sector Partnerships 201: The Critical Role of a Strong Intermediary
Ms. Shannon Doody
Director of Education Workforce Partnerships
Center of Excellence in Leadership of Learning (CELL)

Ms. Kathy Oren
Executive Director
Community Education Coalition
Sector Partnerships 201

Shannon Doody

Director of Education Workforce Partnerships,
Center of Excellence in Leadership of Learning (CELL)
Sector Partnerships 201

Kathy Oren

Executive Director, Community Education Coalition
Economic Opportunities through Education
EcO Network

@ECO15org
EcO Network:
Creating Educational Pathways
Leading to College & Career
Readiness and Success that Links to
Well-Paying Jobs in Key Economic
Sectors
Who are We?
A collaborative group of community, education, business, and government stakeholder organizations that work together to build a regional learning system tied to economic growth.
Counties Impacted?
Bartholomew, Dearborn, Decatur, Franklin, Jackson, Jefferson, Jennings, Ripley, Ohio, & Switzerland
**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

**THE REGIONAL PARTNER ORGANIZATIONS**

- Economic Opportunities Through Education
- Southeast Indiana Works Council
- Southeast Indiana Workforce Investment Board
- Southeast Indiana Health Consortium

**AREAS OF FOCUS**

- Recruitment
- Outreach
- Awareness
- Engagement
- Persistence
- Attainment

**EcO Network Collaborative Structure**

- Served and supported by a regional guiding team.

**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.

**Version Date: 10/26/2015**
STUDENT AMBASSADORS
SOUTHEAST INDIANA MANUFACTURING STUDENT INTERNSHIPS

24  Student Internships
16  Manufacturers

BARTHOLOMEW
Caltherm Corporation
Precise Mold & Plate
(2 STUDENTS)

DEARBORN
Bed Tech
MSW Packaging
OMNI Technologies
(4 STUDENTS)

DECATUR
Delta Faucet
Hitachi Chemical
NIPRO Pharma Packaging
Blasdel Enterprises
(7 STUDENTS)

JACKSON
Valeo
(1 STUDENT)

JEFFERSON
Royer Corporation
Super ATV
(5 STUDENTS)

JENNINGS
Windstream Technologies
(1 STUDENT)

OHIO
OMI Industries
(2 STUDENTS)

RIPPLEY
Batesville Tool & Die
HillRom
(2 STUDENTS)

“To our surprise, the interns proved to be self-starters and reliable workers who did not require a lot of instruction at the beginning. The interns adjusted well to job shadowing and paid attention to their trainers.” Keith Moenter, HR Manager of Delta Faucet
STUDENT INTERNSHIPS
SOUTHEAST INDIANA MANUFACTURING TEACHER EXTERNSHIPS

49 Teacher Externships
29 Manufacturers

BARTHOLOMEW
Cummins Inc.
Caltherm Corporation
NTN Driveshaft
Dorel Juvenile Group
Faurecia
(11 TEACHERS)

DEARBORN
Batesville Products, Inc.
Polycraft Products, Inc.
Proximo Distillery
(JEFFERSON
Greene Manufacturing
Indiana Kentucky Electric
(2 TEACHERS)

JENNINGS
Biologic
RAM Tool
(2 TEACHERS)

RIPLEY/FRANKLIN
Batesville Tool & Die
Heartwood Mfg
Batesville Casket
Woodmizer
(12 TEACHERS)

“JACKSON Continued
Pet Supplies Plus
Wal-Mart Distribution
Rose Acres
Knares Urban
Excel Manufacturing
(8 TEACHERS)

“I have truly enjoyed my experience the past couple of weeks. After the first week, I decided to completely revamp the way I teach Intro to Engineering Design. This week has been super informative concerning CNC. I already have a list of supplies I need for CM. It has also been really surprising to me how much the employees have been interested in the education aspect. Many of them have brought in items and a list of projects for the classroom. I have a couple lesson plans written up, but they really don’t justify what I have learned these past couple of weeks.” - Braeden Day, Jennings Co High
BUILDING A REGIONAL TALENT SYSTEM
Principles and Practices of the Stakeholder Engagement Process
Convening Leadership nurtures relationships

Key Stakeholders conduct the work

Guiding Team

Process Facilitators guide the work

Content Experts inform the work
Thank you!
Target Competencies

Employer Talent Needs: Key Economic Clusters and Strengths

Region:
The EcO Network — A ten-county region of Southeast Indiana that mirrors Indiana Economic Growth Region 9 (EGR9)

Guiding Coalition and Engagement Process

Attracting Talent

Dream It. Do It. Career Awareness Campaign
You Can. Go Back. (Adult Education Statewide Initiative)
Skilled Trades Recruitment with Regional Employers
Regional Employers Tours and Presentations
Regional Healthcare Pipeline Strategies

Engaging Talent

Teacher Externships
Student Internships
Advanced Automated Robotic Technology

Developing Talent

Dual Credit, Internships, Learn to Earn
Certificate and Industry Credentials
Associate’s Degrees
Bachelor’s, Masters, and Advanced Degrees
Adult Education Programs and Certifications
Institute/County Works/Real Works
Transition to Post Secondary Program with Dept. of Corrections

Private Sector Education and Workforce Strategies

Work-Based Certifications
Expands High School to Employer Pipelines
Starting Community Training Programs

Supply

Demand
The Community Education Coalition is a partnership of education, business, and community leaders focused on aligning and integrating the Columbus, Indiana and region’s community learning system with economic growth and a high-quality of life.

**WHO WE ARE**

The Stakeholders

**Education**
Bartholomew Consolidated School Corporation*
Patrick Haw Creek School Corporation*
Ivy Tech Community College* (LJVC)*
Purdue College of "Technology"

**Business**
Cummins Inc.
Columbus Regional Health*
SHO Insurance Services
Johnson Ventures
Coca-Cola Bottling Company
Budweiser Inc.
Force Construction
Analytical Engineering Inc.
Home News Enterprises

**Community**
Heritage Fund*
City of Columbus*
Indianapolis Metropolitan Planning Organization*
Walt Disney World Resort*
Columbus Chamber
Economic Development Board
United Way of Bartholomew County Co.

**Regional Partners**
ECO Ten County Region Network Institute for Coalition Building

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**HOW WE DO OUR WORK**

The Projects and Initiatives

**GRADE**

<table>
<thead>
<tr>
<th>K</th>
<th>Pre-K</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
<th>6</th>
<th>7</th>
<th>8</th>
<th>9</th>
<th>10</th>
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<th>13</th>
<th>14</th>
<th>15</th>
<th>16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Early Childhood Education Network</td>
<td>Pre-K Sustainability</td>
<td>% of Students Attending Pre-K</td>
<td>Council For Youth Development</td>
<td>After School Coalition</td>
<td>3rd Grade Reading Level</td>
<td>Latino Education &amp; Outreach</td>
<td>Luminab Community Partnership for Attainment</td>
<td>Dream It Do It Career Awareness</td>
<td>Graduation Network</td>
<td>ATTainment Network</td>
<td>Latino Student High School Grad Rates</td>
<td>STEM Seamless Pathways</td>
<td>ECO Networks</td>
<td>Regional Advanced Manufacturing</td>
<td>Health Care Network</td>
<td>High School Grad Rates</td>
<td>Matching Skilled People with Well-Paying Work</td>
</tr>
</tbody>
</table>

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**WHAT ARE OUR TARGETS**

The Outputs We Measure

Matching Skilled People with Well-Paying Work

- Baseline
- Target

- 60% of Adults with Postsecondary Degrees or Certifications by 2025
- Post-Secondary Attainment
- Grad Rates: 60.0%
- 2011 BASE: 35.4%
- Vision: 43.0%

- All Students Graduate from High School
- High School Graduation Rate
- 2013/14 Baseline: 89.6%
- Vision: 94.0%

- Adults Age 25+
- Level of Education
- 2012 Baseline: 90.0%
- Vision: 100.6%

- All Children Ready for Kindergarten
- Kindergarten Readiness
- 2012/13 Baseline: 14.0%
- Vision: 89.0%

---

**WHAT DIFFERENCE DO WE MAKE**

The Outcomes and Results

**Stakeholder Engagement and Collaboration**
- Increased cooperation among the business, community, and education stakeholders
- Increased communication among education institutions to advance learning
- Better coordinated and aligned learning systems

**The Economic Benefits**
- A fully employed and employable workforce
- Healthier tax base
- Increased economic prosperity
- Better prepared and work-ready labor force with the necessary hard and soft skills
- More efficient and effective businesses
- Increased value of a two-year degree recognized by industry and community
- More companies choosing to grow and locate in the region
- Improved talent retention of young people staying in the region after graduation

**The Social Benefits**
- Safer and healthier community
- Increased educational and career opportunities for students and the community
- Increased civic engagement
- Increased self-sufficiency
- Stronger family environment
- Better clearance of differences
- Better understanding by youth of how schools translate into workplace opportunities

**The Equity Imperative**
- Increased educational access, attainment, and success
- Increased awareness of the value of higher education
- Higher rates of at-risk youth going to college

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*Supported Partners**

www.educationcoalition.com
## Fall 2015 Scorecard

(Updated every 6 months)

<table>
<thead>
<tr>
<th>Region 9 Overall</th>
<th>Baseline</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Per Capita Income</td>
<td>2007: $30,410</td>
<td>2014: $39,417</td>
</tr>
<tr>
<td>High School Graduation Rates</td>
<td>2007-8: 66.0%</td>
<td>2014-15: 82%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Healthcare Services</th>
<th>Baseline March 2016</th>
<th>Actual Fall 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASN Graduates (10% increase per year by 2016)</td>
<td>2007: 114</td>
<td>2015: *86 (resulted in a stronger pipeline)</td>
</tr>
<tr>
<td>ESN Graduates (Target 40 per year)</td>
<td>2007: 76</td>
<td>2016: 76</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Advanced Manufacturing Enrollments Pipeline</th>
<th>Student Enrollments</th>
<th>Baseline March 2016</th>
<th>Actual Fall 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>*NSCC numbers are cumulative</td>
<td>2 Yr/4 Yr:</td>
<td>492</td>
<td>682 (+41%)</td>
</tr>
<tr>
<td>*NSCC</td>
<td>**359</td>
<td>**218 (+50%)</td>
<td></td>
</tr>
<tr>
<td>PTH 458</td>
<td>5619 (+128%)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>**STEM 38,833</td>
<td>Fall 2013 Baseline</td>
<td>37,465 (-4%)</td>
<td></td>
</tr>
</tbody>
</table>

| Region 9 Advanced Manufacturing, Science, Technology, Engineering & Math Career Awareness | Participation in DDE's career activities | Fall 2007: 33,098 Spring 2008: 27,726 | Fall 2015: 183,812 (+55%) |

<table>
<thead>
<tr>
<th>Integrated STEM &amp; High-Fidelity Healthcare Simulation Labs</th>
<th>23 Created</th>
</tr>
</thead>
</table>

| Region 3 Project-Based Learning K-12 & Post-Secondary Teachers Trained | 586 |
I’ve had the privilege to serve in the Army for 16 years as a Platoon Sergeant. After returning from the service, I decided to enter the Advanced Automation and Robotics Technology degree program at Ivy Tech Columbus. This program allows students to go to school 3 days a week and work 2 days a week. It is enjoyable to discuss with my fellow students their hands-on experience at their employer and share my experiences. Applying my skills while working has been a great learning experience. My employer, Caltherm, has allowed me to work extra hours to receive medical benefits for my family.

-Wally Langford
Ivy Tech Automation & Robotics Student Intern with Caltherm
After taking two years of Draft & Design at C4, I was interviewed by Cummins representatives for a potential School-to-Work opportunity. I was so excited when I received the call that I got the job and could start that summer before my senior year of high school! Three weeks after my high school graduation, I was offered a full-time position as a Drafting apprentice. I already had 900 hours of work that I could apply towards my apprenticeship. This program has given me the opportunity to study for a Mechanical Engineering Technology degree at Purdue College of Technology and Cummins has covered my tuition and expenses!

Jannelli Olivares
Advanced Systems Design Drafting Apprentice
Cummins, Inc.
About the Institute

The Institute for Coalition Building is a team of pragmatic practitioners dedicated to advancing the practice of community collaboration.

To contact the Institute:

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Jack Hess, Executive Director for the Institute for Coalition Building

contact: jhess@coalitionbuilding.org

Jack Hess serves as Executive Director of the Institute for Coalition Building. The Institute serves communities across the country, nurturing leaders collectively to solve their grand challenges. Led by a team of pragmatic practitioners, the Institute teaches and shares the lessons of community collaboration, creating a common language and a shared set of tools and frameworks that form the underlying foundation of the practice of stakeholder leadership. Prior to his work with the Institute, he was the President of the Columbus Area Chamber of Commerce where he set in place an aggressive strategy of building on the power of place, increasing member engagement, and promoting the principles of entrepreneurship and innovation. Within two years of implementing its new strategic plan, the Columbus Chamber was named the Indiana Chamber of the Year in 2008. One year later, the American Chamber of Commerce Executives (ACCE) presented the Columbus Chamber with the National Chamber of the Year Award. While at the Chamber, he helped to champion a number of collaborative projects including the state-of-the-art Advanced Manufacturing Center of Excellence, the formation of a regional learning system through Economic Opportunities 2015, an online training academy for entrepreneurs called SmallBizU, and the Indiana University Center for Art+Design.

John Burnett, Chief Executive Officer for the Community Education Coalition

contact: jburnett@educationcoalition.com

John M. Burnett serves as President and Chief Executive Officer of the Community Education Coalition (CEC), a nationally recognized not-for-profit organization committed to the development of an aligned, high quality community and regional learning system supporting learners of all ages. Burnett is a founder of EcO15 (Economic Opportunities through Education by 2015.) Funded by $43 million in grants by Lilly Endowment Inc., and $15 million by regional partners, EcO15 seeks to create a "regional lifelong learning system" for a ten-county area of Southeast Indiana by bringing together education, workforce development, economic growth, community foundation, government, and industry stakeholders. The goal of EcO15 is to assist each person in Southeast Indiana to move up at least one level from an education and or career standpoint, particularly in the fields of advanced manufacturing and health care, as well as other technology-intense industries. Previously, John served as President of the Irwin Financial Foundation, and owned a successful Adecco Personnel Services business in Buffalo, New York. John also served as a human resource executive at Cummins Engine Company for thirteen years, supporting manufacturing operations, research and development entities, and joint venture start-ups in China, the United Kingdom, India, and Japan.
Thank you,
for your participation and discussion