

Industry Workforce Alliances: Shaping Education to the Needs of Business

Moderator:

Jacob Larger, Governor's Office of Workforce Transformation

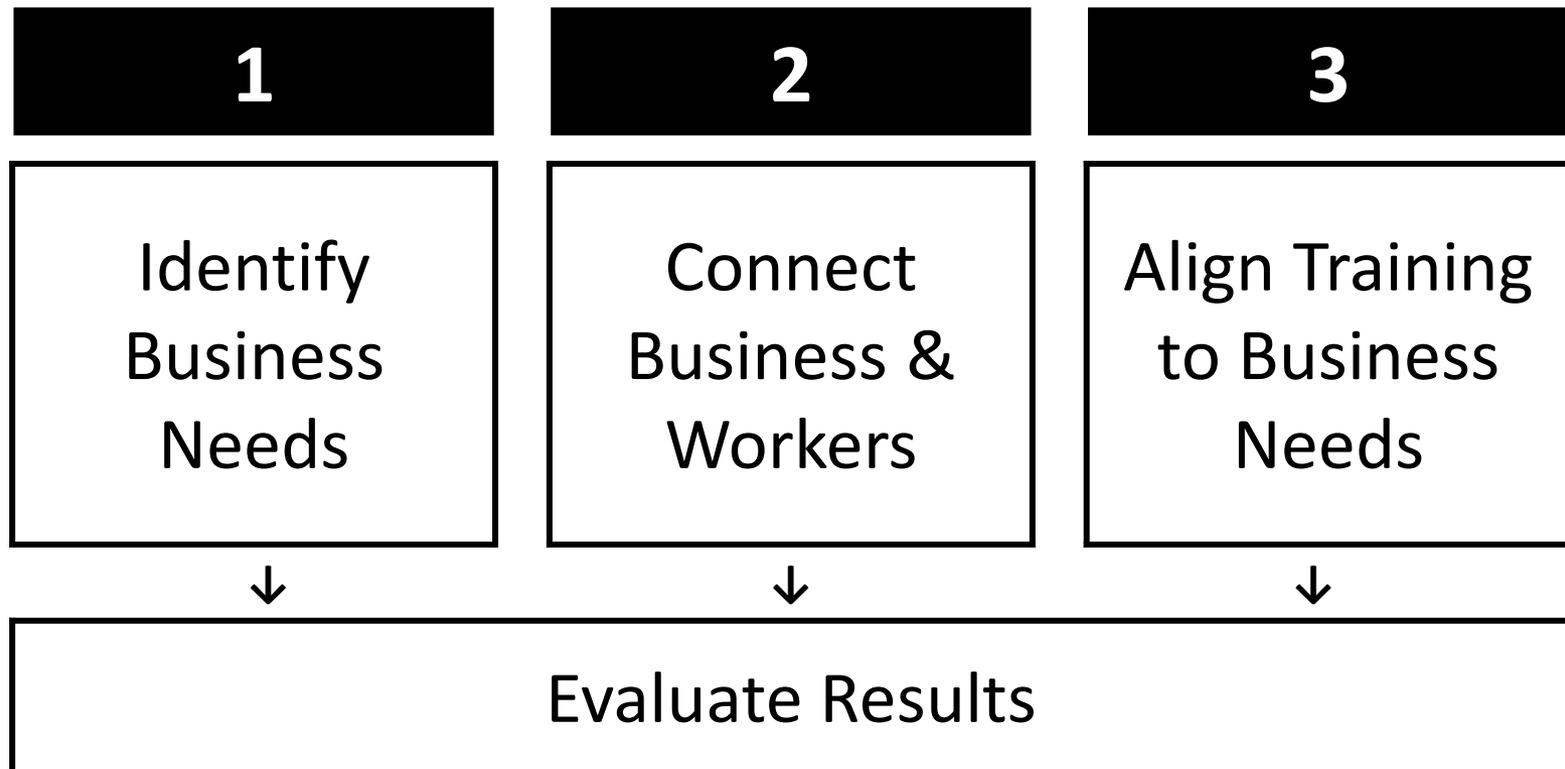
Panelists:

Jessica Borza - Mahoning Valley Manufacturers Coalition
Executive Vice President, Thomas P. Miller and Associates

Brent Maurer, - Insurance Industry Resource Council
Vice President, Paul Werth Associates

Tammy Osborne-Smith - Appalachian Ohio Health Professions Pathways
Director, Jackson County Job & Family Services

Governor's Office of Workforce Transformation



Lead: MVMC, manufacturer-led organization established in 2011

Fiscal Agent: MCTA, local Workforce Agency

Partners: Strong history of collaboration; focused on career pathways “system” vs. programs

- All public post-secondary institutions
- All ABLE providers
- Two Workforce Areas
- Compass, a Community-based Non-Profit Organization

Skill Gap Analysis

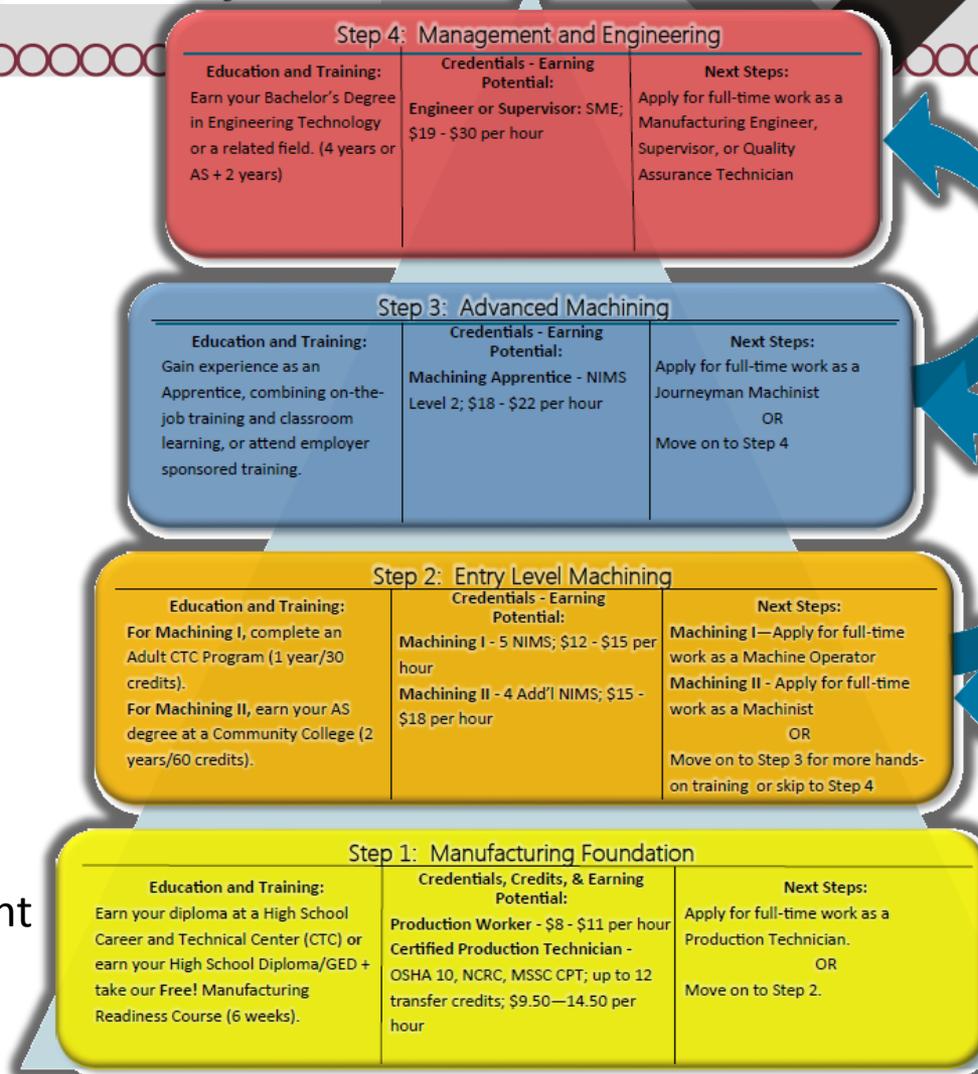
Career Pathway Design

Manufacturing Readiness

- Contextualized Remediation
- “Soft Skills”
- NCRC, MSSC CPT, OSHA-10

Advanced Machining

- Consistent Curriculum
- Work-based Learning Component
- NIMS Credentials



Insurance Industry Resource Council



Insuring **Ohio** Futures

Insurance Industry Resource Council

- 26,000 new workers needed by 2020
 - 50 different careers identified
 - Three primary pockets (Columbus, Cleveland, Cincinnati)
 - Jobs in all 88 counties
- Target Audiences
 - Students
 - Career Change Professionals
 - Military Veterans

Insurance Industry Resource Council

- Career awareness and talent engagement program
 - Raise awareness of career opportunities in insurance
 - Dispel perception that all jobs are sales. While critical, sales is only one aspect of industry employment
 - Educate prospective talent on the many opportunities in insurance
 - Foster the creation of degree programs which then will serve as an ongoing source of talent for the industry

2015 Ohio College Insurance Programs



Department of
Job and Family Services

Appalachian Ohio Health Professions Pathways



Creating a Future... Redefining Lives



Health Care and Counseling Industries

Employment Projections

Industry Title	First Quarter	First Quarter	Change	
	2013	2015	2013 Q1 - 2015 Q1	
	Employment	Forecast	Employment	Percent
Health Care & Counseling	750,000	774,900	24,900	3.3%

Source: Ohio Bureau of Labor Market Information





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Q&A Discussion



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Thank You!