



Engaging Industry and Community Partnerships

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Engagement

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Introduction

- ★ Every Student Succeeds Act (ESSA)
- ★ Why Engage Partnerships?
- ★ Suggested Partnership Process
- ★ Partnerships in Action
- ★ Resources
- ★ **Voices from the field:** Dr. Jerri Schoats-Stoutermire (Eastern Workforce Board)



Every Student Succeeds Act (ESSA)

- ★ Oklahoma's Every Student Succeeds Act (ESSA) plan outlines the 8-year strategic goal of 100% of grade 6-12 students developing a meaningful Individual Career Academic Plan (ICAP).
- ★ ICAP equips students with the **awareness**, **preparation**, and **action** to create individualized, meaningful **exploration** of college- and career-readiness opportunities.



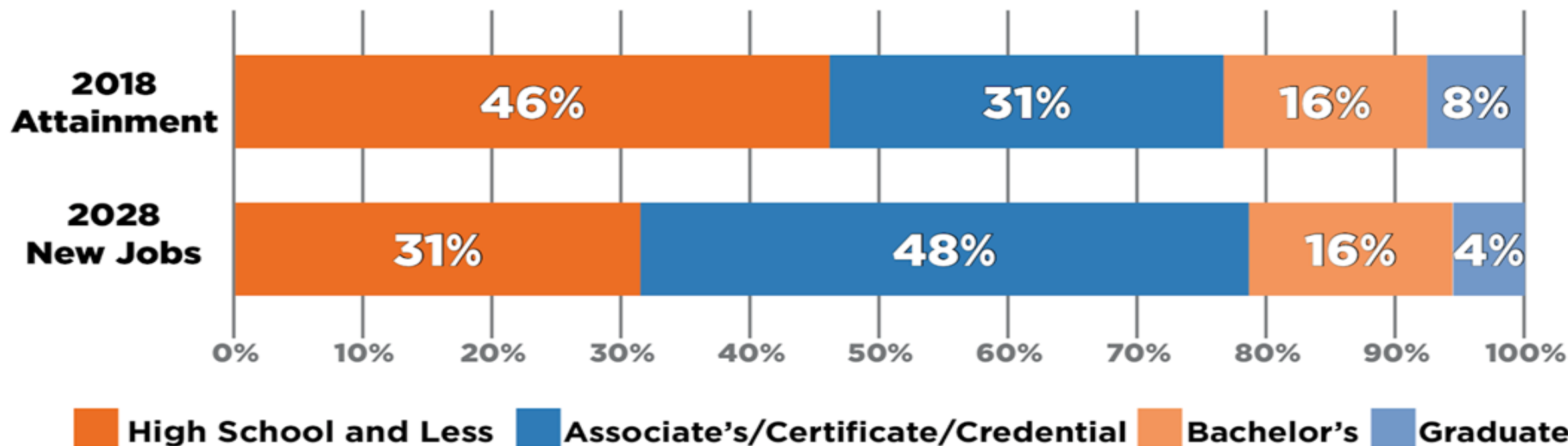
Why Engage Partnerships?

When schools and community organizations work together to support learning, **everyone benefits**. Partnerships can serve to strengthen, support, and even transform individual partners, resulting in improved program quality, more efficient use of resources, and better alignment of goals and curricula (Harvard Family Research Project, 2010).

Source: [The Expanded Learning & Afterschool Project](#)



SKILLS GAP FOR NEW JOBS BY 2028



Source: OK Office of Workforce Development EMSI, 2018.2

We are here to help. Please contact us with any questions:

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Suggested Partnership Process

Getting Started

★ Connect with Local Workforce Boards

Select Your Workforce Development Region:



engageok
ON THE ROAD



Suggested Partnership Process - 2

Getting Started

- ★ Connect with Local Chambers of Commerce
 - [Oklahoma Chamber of Commerce List](#)



Suggested Partnership Process - 3

Create School Partnership Team

Industry / Community

- ★ Human resources
- ★ Executive representatives
- ★ Chambers of Commerce
- ★ Workforce Economic Development
- ★ Tribal Nations
- ★ Public Affairs / Public Relations
- ★ Marketing
- ★ Business and Industry Services
- ★ Staff directly involved

School / District

- ★ Superintendents
- ★ Principals
- ★ Counselors and Teachers
- ★ Parents and Students
- ★ Youth and family coordinators
- ★ Site Advisory Councils
- ★ College- and career-readiness staff

Suggested Partnership Process - 4

Develop Outreach Plan

Communication Plan for External Stakeholders

- ★ Partnering with local schools on ICAPs will ensure that Oklahoma students have the necessary skills for the workforce upon graduation.
- ★ Members of the business community can easily have engaging conversations with local schools, business and community leaders to support and inspire Oklahoma's future leaders.

Partnerships in Action

Teacher Externships

- ★ Oklahoma teachers participate in paid summer externship programs offered by local businesses gaining hands-on experience and insight into how real-world businesses function and the skills their students will need to thrive in those industries.



Partnerships in Action - 2

Senior Conferences

- ★ Oklahoma high schools are giving their seniors a taste of adulthood with a full day devoted to the next steps after graduation.



Partnerships in Action - 3

Internships

- ★ Internship is a position for a student or trainee to work in an organization for a limited duration, sometimes without pay, to gain work experience, and potentially satisfy requirements for a credential, and/or course credit if enrolled in an academic institution.



Resources

PREVIEW Business and Education Partnership Toolkit

New! [Internships FAQs](#)

New! [Employer Guide to Work-Based Learning](#)

New! [ICAP Toolkit](#)



Resources - 2

New! OKEdge.com

New! OSDEconnect

[Teacher Externship Resource Toolkit](#)

[Benefits of Business and Education Partnerships](#)



Resources - 3



What is Oklahoma Career Expo Week?

This week-long event connects students with businesses to give our future talent an opportunity to explore the possibilities that await them in Oklahoma.

Planning Resources:

[Career Expo Week Event Planning Guide](#)

[Career Expo Week Website](#)





Voice from the field:

Eastern Workforce Board



Introduction

- Industry and Community Partnerships are critical to the creation of a skilled workforce in our region and statewide.
- **Focus of today:**
 1. Skilled Workforce Projections
 2. Resources Available
 3. Strategies to Enhance Partnerships



Skilled Workforce

- It is estimated that by 2025 over 70% of jobs will require a post-secondary education.
- Oklahoma as a state is not producing enough individuals to satisfy this anticipated requirement. Data suggests that 46% of Oklahomans have a high school diploma or less. Thus creating the skills gap.

Skilled Workforce - 2

Oklahoma Works

The Oklahoma Works Strategic Delivery Plan acts as a blueprint for building a stronger, more streamlined system. The plan includes critical strategies focused on: career exploration and exposure; increasing education and training attainment; strengthening career pathways; expanding business and education partnerships; making data-informed decisions; and optimizing resources.

Demand Occupations – Eastern Region

SOC	Description	2017 Jobs	2027 Jobs	Change (2017-2027)	Median Hourly Earnings	Typical Entry Level Education
29-1069	Physicians and Surgeons, All Other	206	221	15	\$109.97	Doctoral or professional degree
11-9041	Architectural and Engineering Managers	59	66	7	\$56.97	Bachelor's degree
11-3021	Computer and Information Systems Managers	89	103	14	\$44.67	Bachelor's degree
11-3051	Industrial Production Managers	112	120	8	\$43.33	Bachelor's degree
11-3031	Financial Managers	250	277	27	\$41.97	Bachelor's degree
29-1171	Nurse Practitioners	57	72	15	\$40.99	Master's degree
17-2051	Civil Engineers	91	109	18	\$38.19	Bachelor's degree
11-9111	Medical and Health Services Managers	320	337	17	\$37.08	Bachelor's degree
17-2141	Mechanical Engineers	98	109	11	\$35.96	Bachelor's degree
15-1121	Computer Systems Analysts	156	187	31	\$35.72	Bachelor's degree
13-1111	Management Analysts	138	158	20	\$33.00	Bachelor's degree
11-9021	Construction Managers	102	122	20	\$32.73	Bachelor's degree
11-1021	General and Operations Managers	1,048	1,187	139	\$32.00	Bachelor's degree

Demand Sectors – Eastern Region

NAICS Sector Group	Sector	2018 Jobs
90	Government	29,707
44	Retail Trade	10,829
62	Health Care and Social Assistance	10,453
31	Manufacturing	8,170
72	Accommodation and Food Services	6,832
23	Construction	3,393
81	Other Services (except Public Administration)	2,527
56	Administrative and Support and Waste Management and Remediation Services	2,161
52	Finance and Insurance	2,108
11	Agriculture, Forestry, Fishing and Hunting	1,801

Resources: Business and Industry

Workforce Partners Examples

1. Chamber of Commerce
2. Local Workforce Boards
3. Tribal Partners
4. Post-Secondary and Higher Education Institutions

Resources: Business and Industry - 2

Eastern Workforce Board

The board is involved in building a comprehensive workforce development in partnership with business, education and government sectors with common goals leading to job growth, employee productivity and employer satisfaction.



Resources: Business and Industry - 3

Local Boards maintain the following information:

- ★ Demand Occupations
- ★ Business Sectors
- ★ Post-Secondary Training
- ★ Business Partner and Contact



Resources: Business and Industry - 4

Tribal Partners

- ★ Oklahoma ranks #1 in the Great Plains Region for Native American Population.
- ★ Business Services and Resources are available.

Chambers of Commerce

- ★ Economic Development drivers in the community, and provide local business and industry services. The first point of contact for many companies.



Resources: Business and Industry - 5

The Port of Muskogee Industrial Development Office

- Recruits new industry & Helps existing business expand
- Lays the groundwork with incoming industries
- Provides introductions to incoming/new industries to the community partners
- Becomes the contact for the industry and develops the relationship built on trust and commitment

Strategies to Engage Businesses

- Solid Foundation

Get Connected with local established/trusted partners

Example: Muskogee Area Education Consortium

K- Higher Education Representation and Engagement

Muskogee Area Manufacturing Alliance

Manufacturing leadership throughout the region

Strategies to Engage Businesses - 2

- Engage in Business Driven Communication
 1. What are businesses looking for in terms of skills?
 2. What do they see in changes to operations?
 3. “Know Your Purpose” when developing relationships and messaging.



Strategies to Engage Business - 3

- Who to Invite

Examples: Community Leaders

- ★ Business Leaders
- ★ Workforce Leaders
- ★ Education Partners



Strategies to Engage Businesses - 4

- Consistency and Follow Through

Goals and Outcomes

Follow Through

Regular Meetings that are Planned and with Purpose



Strategies to Engage Businesses - 5

- Student / Teacher Plant Tours
- STEM Educator Summit
- Career Awareness Videos
- Math and Engineering Design Competitions
- High School Manufacturing Clubs
- High School Internships
- Manufacturing Education Scholarships
- Manufacturing Day Block Party
- ADDING NEW EVENTS EACH YEAR





**Thank You
for joining
us!**

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