

The background of the slide features a large, faint, circular seal of the U.S. Department of Education. The seal contains the text "DEPARTMENT OF EDUCATION" at the top and "UNITED STATES OF AMERICA" at the bottom. In the center of the seal is a detailed illustration of a tree with a large, open book at its base, symbolizing knowledge and learning.

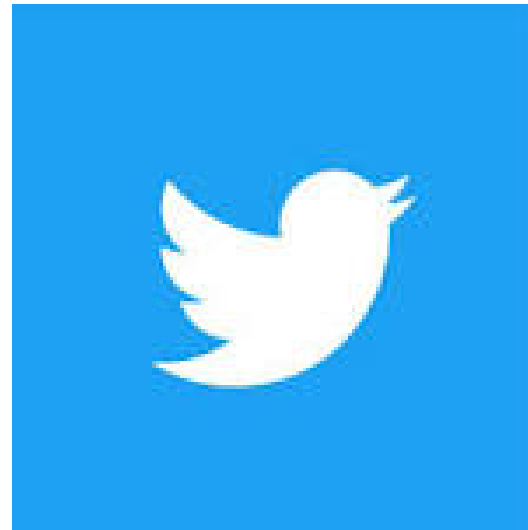
***Earn, Learn, Succeed: The Role of  
Postsecondary Education in Driving  
Mutually Beneficial Industry Partnerships***

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@SacksCasey

#PerkinsV

#BusinessEngagement

#EDPartnerships

# Leading from Industry

- BE BOLD
- Rethink
- Sector engagement
- Programs to fit your community









# Challenge Questions

- Why “is this the way we’ve always done it”?
- Why aren’t work-based learning programs the rule and not the exception?
- Why is CTE for some and not all students?
- Why do barriers exist between levels and types of education?
- Why is access to high-quality CTE often limited by zip code?



# From their perspective

- For each of these groups, **write down** one outcome that you think would be measures of success. For example, students might see getting a job as a success outcome.
  - Students
  - Business and industry
  - Economic development office
  - Workforce development office
  - K-12 schools
  - Community colleges



# Aligning successful outcomes

- Ohio's joint WIOA and Perkins plan and activity
- Job Corps Centers merging with Community Colleges
- Workforce one-stop co-located with Community Colleges
- TANF counselors located at the Community College
- Focus training on specific industry sectors





# Opportunities for alignment?

**Table discussion:** How could you create alignment between agencies in your service area while meeting goals of different groups?

Pick someone from your group to report out.



# Single Stop USA



# Incumbent worker training

*P&G*



# Apprenticeship



# Mentorship - Tennessee Achieves





# Dallas labor market alignment



# Direct pipeline



# Industry approach



<https://www.zoomprospector.com/>

- This is one way companies decide where to locate. How does the educational attainment level in your area compare to similar regions? Are you competitive?



# Current Activity?

**Table discussion:** What goals and activities are happening in your state and region to help connect people to the skills they need for the jobs in your community?

Pick someone from your group to report out.





# Tools for postsecondary engagement

- Ability to Benefit (ATB)
- Work-study flexibility
- Rural grant support
- Workforce partnerships
- Corrections partnerships





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