Session 6: Leveraging your partners for success

October 20 at 3 PM ET
Session 6 Panelists

Marie Stacks, Arkansas Division of Higher Education (Closing the Skills Gap Grant)

Sarah Cox, Arkansas Division of Higher Education (Closing the Skills Gap Grant)

Jemiel Rose, Connecticut State Colleges and Universities (Scaling Apprenticeship Grant)
### Overview of grants

<table>
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<tr>
<th>Arkansas (CSG)</th>
<th>Connecticut (SA)</th>
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<tr>
<td>Transforming IT Apprenticeships Now (TITAN)</td>
<td>National Advanced Manufacturing Apprenticeship Project (NAMAP)</td>
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<td>Serve 4,800 participants with minimum of 1,600 apprentices in IT occupations</td>
<td>Scaling Apprenticeship through Sector-Based Strategies</td>
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<td>Develop fully remote apprenticeship programs to serve rural communities</td>
<td>Program replication</td>
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<td>Engage and employ women, veterans and minorities in IT occupations</td>
<td>Promote effective practices</td>
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<td></td>
<td>Employer driven</td>
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<td>Replace retiring workers</td>
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<td>Upskill existing workers</td>
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<td>Infuse competent young workers</td>
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<td>Eastern Connecticut Manufacturing Pipeline Initiative (MPI)</td>
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Assessing Employer Needs - Post COVID-19

- What is the mentality of industry?
- What does assessment involve?
  - Identifying challenges
  - Define needs
  - Collaborate (Develop a Plan)
  - Set Expectations
  - Follow Up
Maintaining Relationships – Post Covid-19

- Identify stakeholders:
  - Anchor Employers
  - Organizational Partners
  - Department of Labor
  - Your Network
  - Industry Organizations

- Build a foundation

- Be consistent
Understanding Partner Strengths and Leveraging Them

**Partners**

- Arkansas Division of Higher Education
- Arkansas Center for Data Sciences
- Arkansas Economic Development Commission
- Office of Skills Development
- Arkansas Division of Workforce Services
- Universities & Community Colleges
- Employers & Training Partners

**Areas of Collaboration**

- Funding / Grants
- State Initiatives
- Consistent & Formal Communication
Effective Partnership Development

Communication is the Key!

- Self-Assessment: Knowing your strengths & weakness
  - Preferred communication methods
  - Transparency/Accountability
- How do you define communication?
- How to set expectations with partners?
- How to have the tough conversations?
Unified Community Apprenticeship Team (UCAT) Committee Members

UCAT Formalization and Functions

Resources

- Agenda Format
  - DOL Federal Updates
  - State of Arkansas Updates
  - Organizational Level Updates
  - TITAN Grant Updates
  - Open Floor for Guests/New Business
  - Upcoming Events
  - Call for Agenda Items Each Month

SCALING APPRENTICESHIP THROUGH SECTOR-BASED STRATEGIES (SA) GRANTEES & CLOSING THE SKILLS GAP (CSG) GRANTEES
What is Synergy?

- Successful collaboration
- Consistency

What does that look like for your grant?

How to build synergy with your partners?
Virtual/Remote Apprenticeship Plans

COVID-19 Pivot

- March 2020 - Overnight changes for training partners, employers, apprentices, state agencies
- Buy-in for remote workers
- Ongoing challenges
- Internet connectivity
- IT security measures for remote workers

Ongoing and Future Plans

- Statewide expansion of training
- Rural broadband expansion
- Remote apprenticeships
Questions?

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Sarah Cox – sarah.cox@dhe.edu
Marie Stacks - marie@boostmidwest.com
Thank You!

Please fill out the evaluation for this workshop right now!