

SWMP – Initiating and Sustaining a Business Education Partnership

The Driver- Employees, skilled in fundamentals needed for jobs in our region

- ☐ Workforce ready students,
- ☐ Raising awareness, Providing opportunities

Lone Wolf- Reaching out to the education system, build a network

- ☐ Realization that **your plate is not the only one that is full**
- ☐ You are not the only one who needs employees (opportunity)

Do your homework- Don't make the education system guess what are the most important priorities

- ☐ Build a team of champions, identify and dimension skill gaps / current and future needs

Creating an Organization- Business and / or Business and Educators (both models can work)

- ☐ Identify the critical needs **“THAT BUSINESS NEEDS and CAN SUPPORT”** through the business cycle
- ☐ Plant Process Operations, CTE/Degree was our first of many wins to date, 18 months to stand this program up

Sustainability- Do you have a pipeline of needs, opportunities or just one-off initiatives?

- ☐ Recruit business and education champions (career interest, children in the system)
- ☐ Focus on a core area (large Industry, Construction...) **need help in supporting smaller businesses**
 - ☐ Strengthen the organization; Business Council, Workforce (WDWS), K-12, College, BOCES, WBA...
 - ☐ A board, facilitation, financing, and fund raising
 - ☐ Formal structure of champions, systems (recently mentoring), Succession plan...

Reaching Out, growing / sharing beyond your region



It is all about our students, our future employees, community leaders