



# **Appropriations Sub-Committee Forum On Workforce Development Boards**

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**March 17, 2016**

# Presentation Outline

- Workforce Boards ~ *How We're Similar, How We're Different*
- Understanding The “East”
  - The Basics (*Challenges, Issues, Etc.*)
  - The Strategy
- The Measurements
- The Funding (*Overall, Admin, & Splits*)



# How We're Similar

- The leveraging of approximately 150 Regional volunteer leaders from across CT, representing both private & public sectors
- Our commitment to alignment & partnering
- Our regional industry-driver expertise
- Our commitment to the State's workforce



# How We're Similar



- The 3 components of labor market activity
- Hundreds of employers participate in hiring





# How We're Different

*Understanding The "East"*



## 41 Towns In Eastern Connecticut



# Our Challenges





# Our Challenges

## *Large Employer Layoffs Hit Region Hard*

June 20, 2012

### **The Bulletin** **Job losses in** **area among** **worst in U.S.**

Norwich-New London is  
4th hardest-hit, feds say

September 16, 2014

### **Hartford** **Courant**

**Southeast Connecticut In**  
**Sixth Year of Recession,**  
**As Rest of State Grows**  
**Moderately**

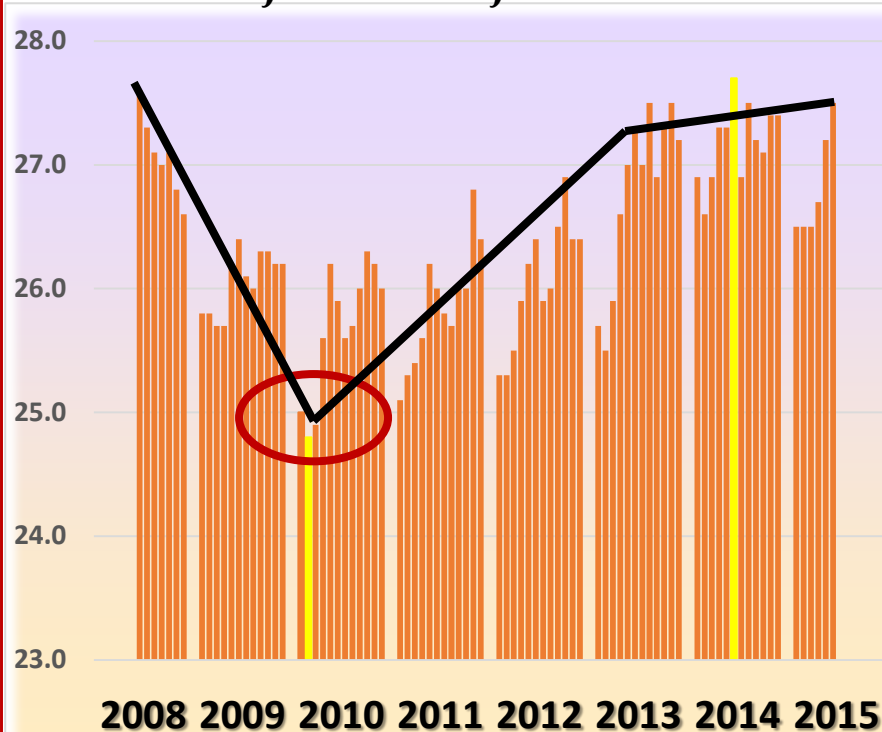




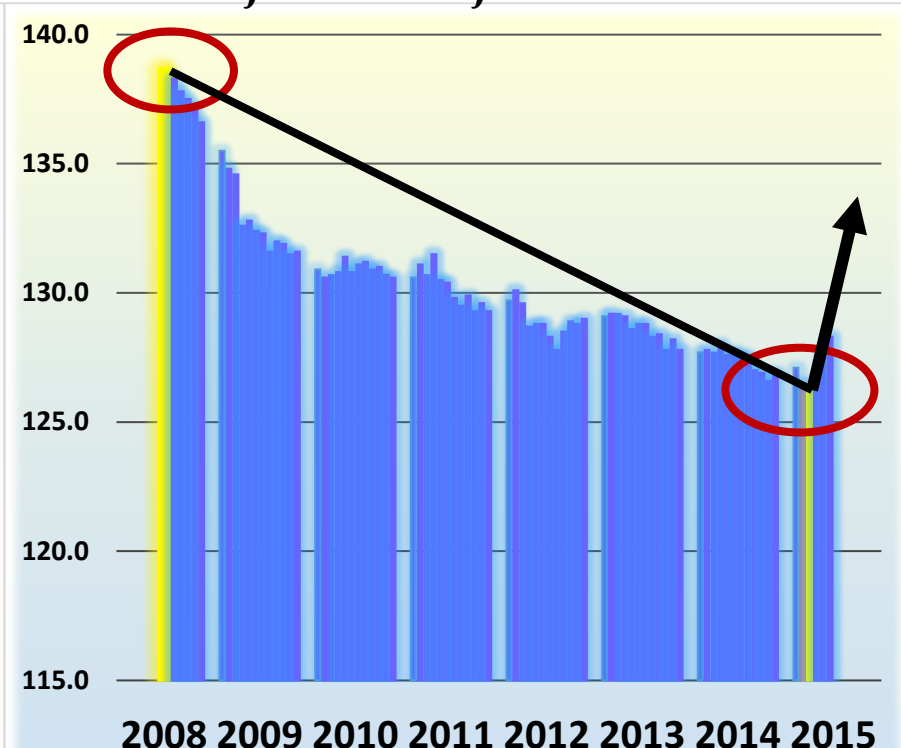
# The Unique Post-Recession Job Loss Circumstances Encountered By EAST

*Example: Northeast CT vs. Southeast CT*

*Danielson LMA  
Jun 2008 – Jun 2015*



*Norwich/New London LMA  
Jun 2008 – Jun 2015*



# The Bulletin

September 2, 2014

## **Optimism about jobs in region still strong**

Leaders confident in continued economic growth





# Strategy



# Clearing A Path To The Future

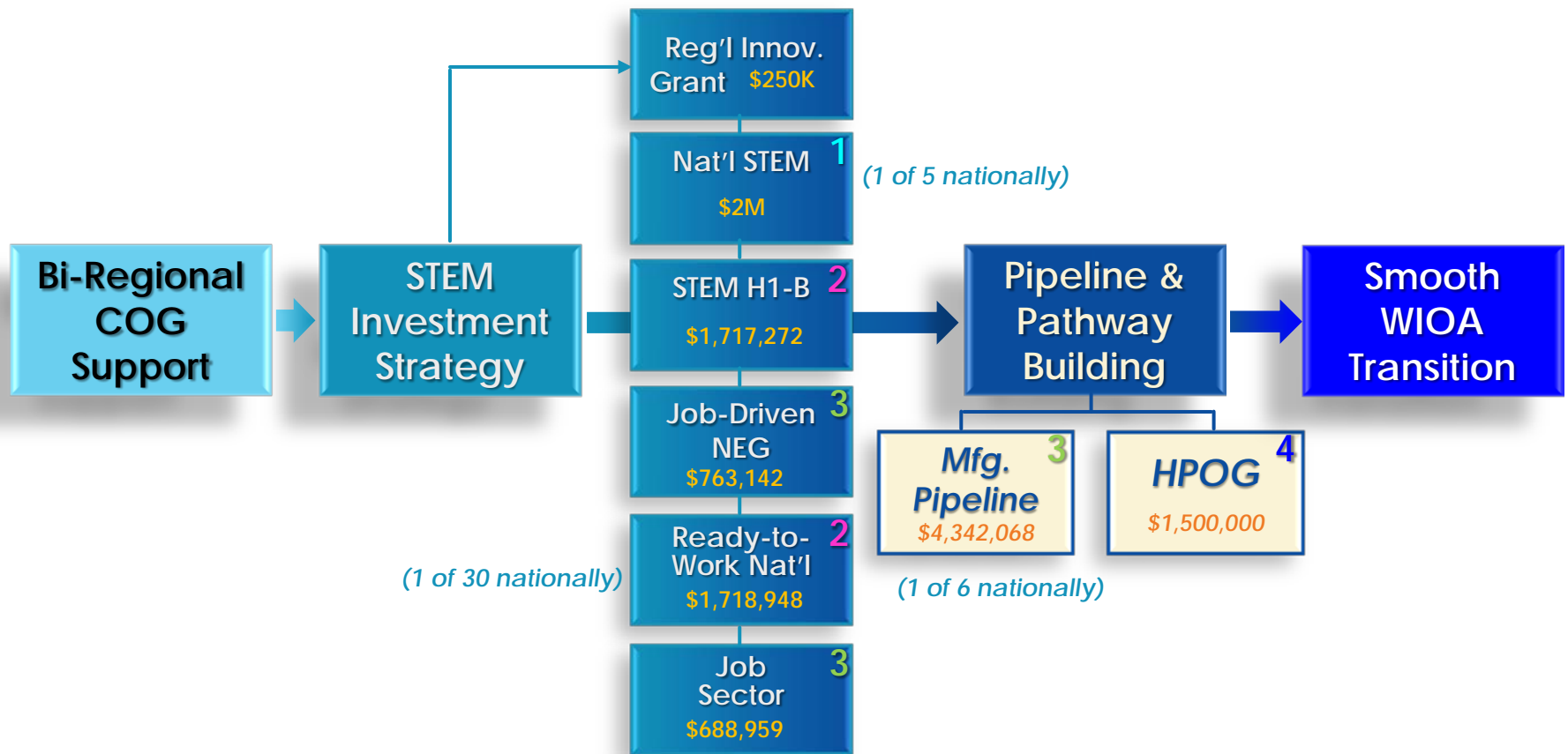
*“Given economic conditions and scarce resources, the region prioritizes the investment into talent/skill areas that will **stimulate economic activity as opposed to react to it.**”*

- EWIB Regional Innovation Grant



# Implementing The Strategy

## *The Value of Demand-Driven Programming*



1 Partnership with All WIBs

2 Partnership with Workforce Alliance

3 Partnership with CTDOL

4 Partnership with Northwest Regional WIB & Workforce Alliance



# Key Examples Of Strategy Implementation Accomplishments

1. Prepared Region for upcoming sustained escalation in the Manufacturing sector
  - a. Strategized w/ Electric Boat's leadership for Curriculum Delivery by BOR & CTHSS
  - b. Investing in Manufacturing Communities Partnerships (*IMCP*) grant submission w/DECD
  - c. Early College Opportunity (*ECO*) program planning w/ BOR draws Philanthropic attention
  - d. Strategic Partnership w/EAMA (52 Regional Manufacturers) who use EWIB as administrative home
2. Sustained regional commitment to Healthcare training & Pathway Development
  - a. 2015 Health Career Forum lays foundation to keep pipeline strategies up-to-date
  - b. Federal application to advance regional pathway development funded
  - c. Tuitions to local colleges for Healthcare-related training account for 60% of total
3. Utilized on-the-job training funds to place hundreds of long-term unemployed
4. Demand-Driven adjustments leave us ideally positioned to transition to Workforce Innovation & Opportunities Act (*WIOA*)





# US Secretary of Labor's Visit

*May 28, 2015*



- Observed Approach of EWIB Manufacturing Pipeline Initiative
- Examined the STEM Planning that Pre-Dated the Pipeline
- Held Roundtable with Pipeline Organizations
- Listened to How a Region *"Builds to Scale"*



# How Are We Measured?

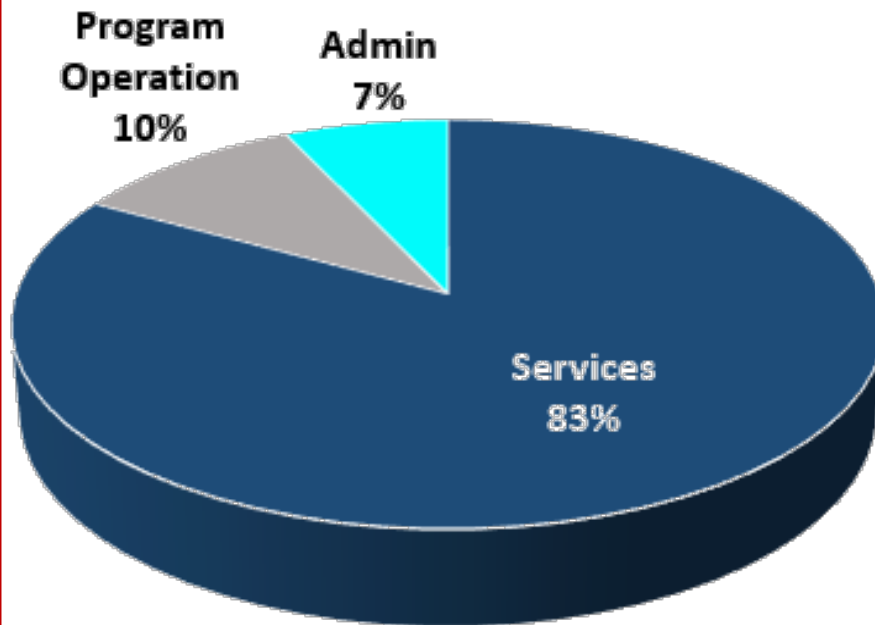
- **EMPLOYED** In Q2 After Exit
- **RETAINED EMPLOYMENT** Q4 After Exit
- **EARNINGS CHANGE** Q2 After Exit
- Post-Secondary **CREDENTIAL** Within Q4 After Exit
- In-Program **SKILLS GAIN**
- **REVENUE PER EMPLOYEE**



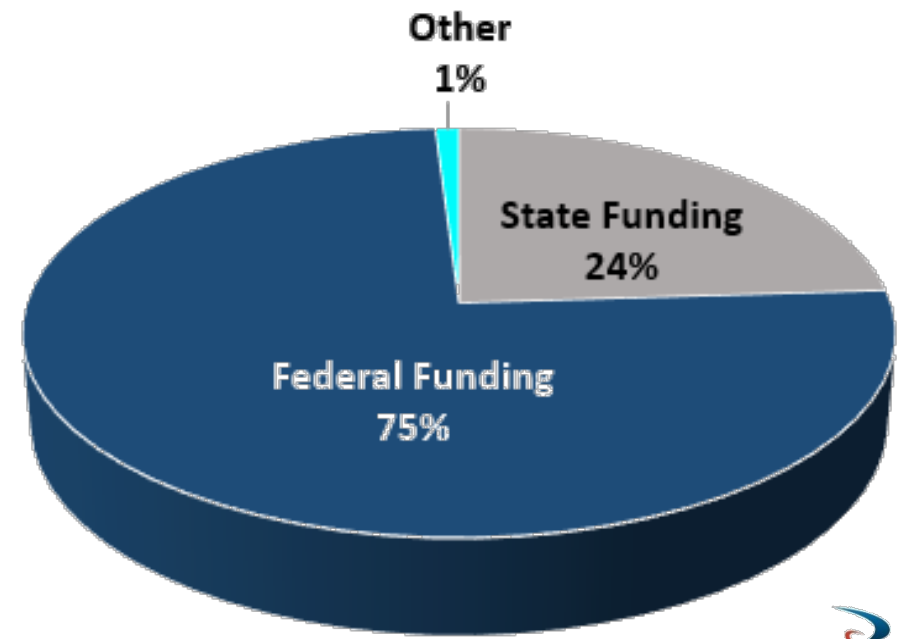
# Internal Measures Of Performance

- Grow revenue with efficient levels of internal personnel in order to build “*engaged*” regional workforce system ambassadors
  - Revenue per EWIB employee (2005): \$455,556
  - Revenue per EWIB employee (2015): \$808,696

## Distribution of Funds



## Breakdown of Resources



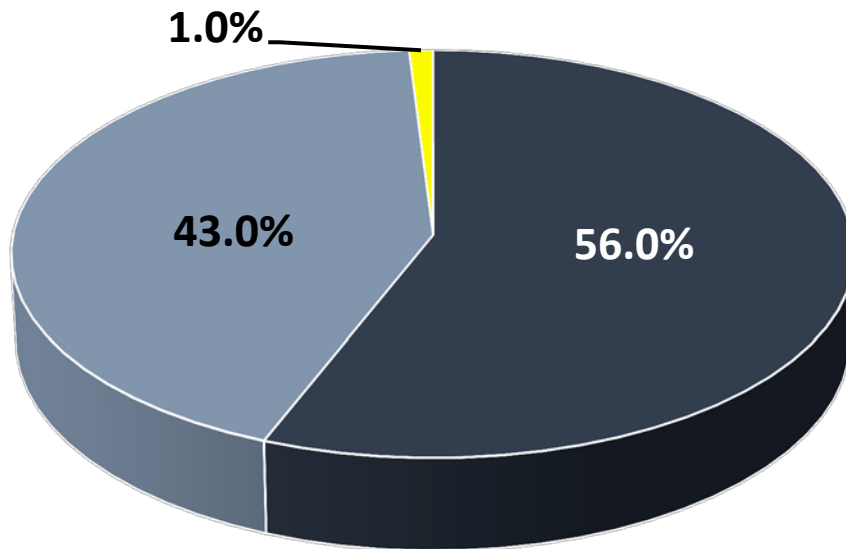




# Financials

**2008-2009**

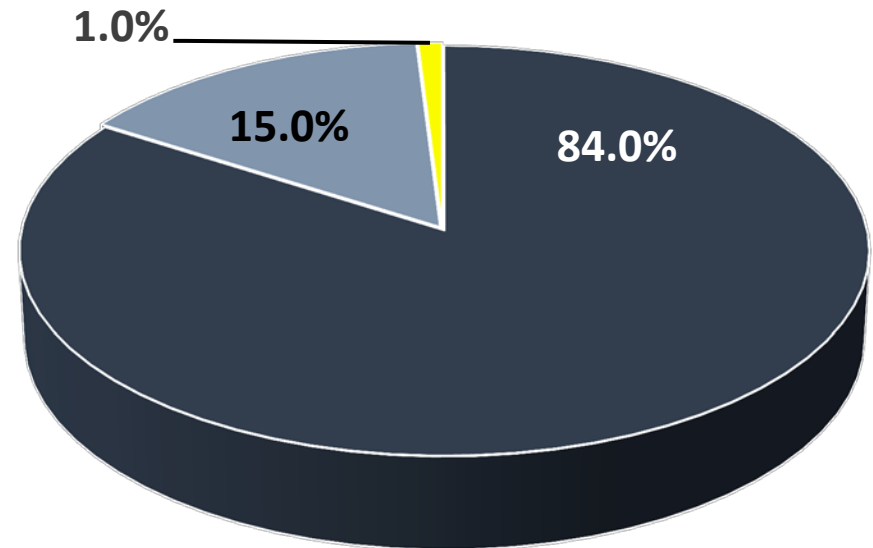
**Revenue Availability**  
*By Funding Source (\$6.2M)*



■ Federal Sources   ■ State Sources  
■ Other/Private

**2015-2016**

**Revenue Availability**  
*By Funding Source (\$15.5M)*



■ Federal Sources   ■ State Sources  
■ Other/Private





**Thank-You For  
Listening . . .**

**Questions?**