

MAHONING COUNTY EDUCATIONAL SERVICE CENTER

Business Advisory Joint Statement: 2019-2020

Mission: To advise, support and empower Mahoning Valley educators in delivering the instruction and experiences students need to develop relevant, in-demand employment skills as part of their academic and technical preparation for college, careers and/or military service.

Membership: The Mahoning Valley Business Advisory Council (BAC) represents schools and districts throughout a three-county region. The council is convened and supported by the Mahoning County Educational Services Center, on behalf of 21 schools and school districts under established service agreements. These school districts and schools include: Austintown Local Schools, Boardman Local School District, Brookfield Local School District, Campbell City School District, Canfield Local School District, East Palestine City School District, Lowellville Local School District, Mahoning County Career and Technical Center, Mahoning Unlimited Classroom, Poland Local School District, Rootstown Local School District, Sebring Local School District, South Range Local School District, Southeast Local School District, Springfield Local School District, STEM+ME2 Academy, Struthers City School District, Warren City School District, West Branch Local School District, Western Reserve Local Schools, and Windham Exempted Village School District.

Members of the BAC were nominated by officials from represented schools and school districts and appointed by the Mahoning County Educational Service Center Board of Education in January 2018. The membership represents key industry sectors in northeast Ohio, as well as economic development agencies and trades associations.

FY20 Business Advisory Council Members:

Member	Employer	Industry
Mahoning Valley Manufacturers Coalition	Various: over 100 members that represent private industry, development organizations, area trade schools	Various: skilled trades, manufacturing, continuing and adult education, builders
Member School Districts	Austintown Local Schools, Boardman Local School District, Brookfield Local School District, Campbell City School District, Canfield Local School District, East Palestine City School District, Lowellville Local School District, Mahoning County Career and Technical Center, Mahoning Unlimited Classroom, Poland Local School District, Rootstown Local School District, Sebring Local School District, South Range Local School District, Southeast Local School District, Springfield Local School District, STEM+ME2	K-12 education

	Academy, Struthers City School District, Warren City School District, West Branch Local School District, Western Reserve Local Schools, and Windham Exempted Village School District.	
Ohio Means Jobs		
Youngstown Warren Regional Chamber		
Member Continuing Education Partners	Eastern Gateway, Youngstown State University, Kent State University Trumbull, Adult Ed.	

FY20 Mahoning County ESC Partner District Business Advisory Council Members:

Member	School District	Title
Dave Cappuzzello	Austintown Local Schools	Superintendent
Tim Saxton	Boardman Local Schools	Superintendent
Toby Gibson	Brookfield Local Schools	Superintendent
Matt Bowen	Campbell City Schools	Superintendent
John Tullio	Canfield Local Schools	Superintendent
Chris Neifer	East Palestine City Schools	Superintendent
Geno Thomas	Lowellville Local Schools	Superintendent
John Zehentbauer	Mahoning County CTC	Superintendent
Traci Hostetler	Mahoning Unlimited Classroom	Superintendent
Dave Janofa	Poland Local Schools	Superintendent
Andrew Hawkins	Rootstown Local Schools	Superintendent
Toni Viscount	Sebring Local Schools	Superintendent
Dennis Dunham	South Range Local Schools	Superintendent
Bob Dunn	Southeast Local Schools	Superintendent
Tom Yazvac	Springfield Local Schools	Superintendent
Mara Banfield	STEM+ME2	Superintendent
Pete Pirone	Struthers City Schools	Superintendent
Steve Chaira	Warren City Schools	Superintendent
Timothy Saxton	West Branch Local Schools	Superintendent
Doug McGlynn	Western Reserve Local Schools	Superintendent
Aireane Curtis	Windham Exempted Village Schools	Superintendent

Responsibilities: The council shall advise and provide recommendations to the board on matters specified by the board including, but not necessarily limited to, the delineation of employment skills and the development of curriculum to instill these skills; changes in the economy and in the job market, and the types of employment in which future jobs are most likely to be available; and suggestions for developing a working relationship among businesses, labor organizations, and educational personnel.

Delineation of Employment Skills: The Mahoning County ESC BAC (MCESC BAC) will work collaboratively with members of the Mahoning Valley Manufacturers' Coalition, Ohio Means Jobs, school districts, and the Youngstown Warren Regional Chamber to analyze regional in-demand employment opportunities and the skills that are necessary for successful employment. The MCESC BAC will hold formal and informal discussions with district representatives, the MVMC, Builders Unions, and Skilled Trades Unions to determine what skills are necessary for employment and make recommendations to superintendents and boards on an as needed basis.

1. *Skilled Trades Expo*

- a. Description: *On September 26, 2019, 3,800 students from 40 schools spanning 4 Ohio districts and one district from Pennsylvania will converge on the Canfield Fairgrounds to participate in hands-on, skilled trades' activities and demonstrations.*
- b. Goal/Expected Outcome: *Students will be introduced to several skilled trades. The purpose of this event is to diminish the stigma associated with the skilled trades and to become familiar with training requirements, apprenticeships and employment opportunities.*

2. *Educator in the Workplace*

- a. Description: This activity will bring together educators and counselors, with their respective lesson plans/curriculum, and partner with business, trades, and manufacturing so that curriculum can be modified to resemble workforce needs.
- b. Goal/Expected Outcome: The goal is to provide students with real world experience that is matched to the materials and activities they learn in the classroom.

3. *Bus Tour*

- a. Description: A two day tour per age band (7-9th grade and 10-12th grade). Visit manufacturing, trades, hospitality, local businesses to introduce students to various career options within each entity. Students were able to see how organizations run utilizing various levels of education and training.
- b. Goal/Expected Outcome: Familiarize students with local career options within the region and within a singular entity.

Development of a Curriculum to Instill Employment Skills: The Mahoning Valley is projected to have the third highest rate of job growth in Ohio, according to the Ohio Department of Job and Family Services 2016 Job Outlook, with 17,000 jobs available by 2022. The greatest growth is expected in mining, real estate, construction, professional services, administrative waste, education and healthcare. The BAC is committed to career exploration and career alignment opportunities that will enable districts to award relevant credentials to students

1. *Career Pathways*

- a. Description: *The MCESC will recruit and support five high school pathways teams for a 2 year pilot. These pathway teams will design and prepare to pilot career pathway programs within regionally in-demand fields that allow students to complete one or more experiences: earn industry credentials, complete 120 hours of work-based learning,*

present a portfolio of learning experiences, document completion of a capstone or culminating experience.

- b. Goal/Expected Outcome: *The goal is to increase graduation rates and fill the regional work demands with qualified workers.*

Changes in the Economy, Job Market and Future Job Availability: The MCESC BAC will identify essential data elements to study historical and future changes to the economy and job market by working with partners, specifically The Youngstown Warren Regional Chamber. Results of the findings as well as recommendations for local districts will be shared with boards at the All Boards' Meeting in January, 2020.

Developing Relationships:

1. Collaborative Engagement

- a. Description: *The Mahoning County ESC BAC meets monthly with local businesses and groups to discuss the regionally in-demand job market and how to prepare students to enter the workforce. Partners, listed below, work collaboratively to break down the stigma of manufacturing fields and career-tech education, to introduce students and teachers to the new style of manufacturing (including additive and subtractive manufacturing), and to increase interest in current and projected fields.*

The Mahoning Valley Manufacturers Coalition:

- Has established comprehensive plan and existing services to support recruitment and training for careers in advanced manufacturing;
- Coordinates apprenticeships; and
- Is part of the Oh-Penn Manufacturing Collaborative, which has a mission to stimulate interest in manufacturing careers among young people of eastern Ohio and western Pennsylvania across multiple disciplines, and connect them with opportunities available.

The Ohio Means Jobs Center of Columbiana, Mahoning and Trumbull Counties:

- Participates in a strong network that includes public libraries, educational service centers, career technical centers and higher education;
- Provides linkages between employers and job seekers; and
- Manages federal workforce dollars in the region.

The Youngstown-Warren Regional Chamber of Commerce:

- Is the leading provider of regional economic development services;
- Employs an education director whose job duties include outreach and service to area schools; and
- With Ohio Community Connectors grant funding, has initiated mentoring and job placement services for students in Austintown, Warren and Youngstown schools.

The Mahoning County Career and Technical Center:

- Provides diverse and relevant career pathways within the evidence-based career academy model;
- Provides comprehensive adult training and retraining programs; and
- Has business advisory boards for each of its programs, with a combined membership of more than 300 industry and employer representatives.

Engaged institutions of higher education including Eastern Gateway Community College, Kent State University Trumbull, and Youngstown State University.

Meeting Recaps:

September, 2019

- Imagination Library - Kathy Mock, United Way of Youngstown and the Mahoning Valley
- Event and Activity Updates
 - Summer Boot Camps
 - Skilled Trades Expo
- Overview of EOEC Implementation Activities and How BAC (and BAC Members) can be involved
- Other items/updates/questions from members

October, 2019

- Event and Activity Updates
- Trade Expo Recap
 - 50 schools, 4500 kids
 - Have been reviewing and improving - 2 days?
 - Supervision of students - homeschool students
 - Conversations with individual students in school are reflecting impact - anecdotally
 - Need to train volunteers ahead of time, so they know their way around
 - When kids were done eating - found had 1100 lunches left - called rescue mission (took 125), called United Way (500 to Salvation Army and 500 to emergency kitchen)
 - Thanks you's
 - Think about media more - Business Journal has covered it
 - Measure our success with it - could we track on apprenticeship applications (how did you hear about this)
 - Next Year:
 - Manage crowd
 - 2 days
 - staggered starts
 - Multiple entrances
 - Perhaps teaser prior to event or something as follow up
 - Some follow up with lunch and learns, etc.
 - Maybe invite parents to come back for public hours in the evening
- Make It and Take It Series with Chris Allen and MVMC
 - Started at Canfield Fair - PVC pipe with motor and battery kits (prepped with OHWOW) - assembled fan from scratch on Youth Day at the fair
 - Had high participation
 - Incorporate several trades and assembly, business to business
 - Invited to go out and do this at the school level - Career counselors go to 15 districts they service, present this leading into a manufacturing expo
 - Materials pretty inexpensive, but lots of prep work to get kits together
 - Need to promote to get help from
 - Important to the ESC that it remains in the educational hall
- Potential Manufacturing Expo next year for local school districts
- MVMC - annual event had to cancel this year because of trades event
- We like to target the 5th and 6th graders

November, 2019

- Guest Speakers Jeff Herrmann and Jeremy Lydic of the Business Journal presented on the Brain Gain. Brain drain is one of the top concerns among employers. For the last decade, businesses, economic development organizations, schools and post-secondary institutions have been working on strategies to keep young minds in the five-county region to help bring our economy into the future. The ESC, Career Counselors, BAC and the Business Journal will be collaborating with school districts to create student panel discussions. The Business Journal will travel to local school districts to talk directly with students and find out what their plans are for after graduation and how we can keep them in the Mahoning Valley with the career opportunities that are here locally.
 - Link to Business Journal Video:
 - <https://businessjournaldaily.com/will-they-leave-stay-what-young-people-say/>
 - Brain Gain slide presentation attached
- Chris Allen of Vallourec was a business mentor with our Educator in the Workplace workshop through the summer. Chris updated the committee on his successful classroom experience at East Palestine following his participation in the workshop.
- Career Counselors, Chris Allen and Jessica Borza plan to meet to set dates for the Make It Take It series. Currently 7 districts with over 1,300 students have requested the activity in their classroom. The Make It Take It series promotes manufacturing while making a handheld fan using pvc pipe, switches, pool noodles, wires, etc.
- Discussions have started with Gary Hartman of the Builders Association and Jessica Borza of Mahoning Valley Manufacturers Coalition and ESC Career Counselors to have a Trades/Manufacturing Expo in September 2020 at Canfield Fairgrounds.

December, 2019

- **Ohio Means Jobs Guest Speakers**
 - Carol Ramsay-Loomis, Workforce Center Manager and Cindy Bresnahan, Business Services Manager spoke about the free services OMJ offers to students and businesses at Ohio Means Jobs. The mission of OhioMeansJobs Trumbull, Mahoning and Columbiana is “to offer coordinated workforce development and direct customer service to employers and job seekers - at one accessible location - to promote ongoing regional economic development through effective partnerships.” I have attached their handouts from today. Some of the items discussed were:
 - On-the-Job Training
 - Comprehensive Case Management & Employment Program
 - Business Resource Network
 - Workforce Innovation & Opportunity Act (WIOA)
 - Assisting with Employability Skills
 - *Carol and Cyndy can be reached at 330.965.1787*
 - www.onestopohio.org
- **Business Journal Brain Gain Student Panel Update**
 - Student panel discussions are scheduled for January 15, 16, and 23 at Campbell, East Palestine and Brookfield for grades 5-8th.
- **MVMC Make It Take It Series**
 - Scheduled to launch in five school districts in May 2020.

- Sue Watson is the contact for Mahoning Valley Manufacturing Coalition. Sue can be reached at swatson@tpma-inc.com.

January, 2020

Guest Speakers - Sue Watson & Rob Eggleston

- **Sue Watson, Project Coordinator for Mahoning Valley Manufacturers Coalition (MVMC)**
 - Sue spoke about the goals of MVMC which include:
 - Attracting the Next Generation
 - Developing Pools of Newly Skilled Workers
 - Up-Skilling & Retaining Existing Workers
 - Creating a Powerful Voice
 - Education Innovation
 - Outreach & Marketing
 - Discussed partnership with Adult Education, MCCTC Automation Robotics Program
 - Sue can be reached at swatson@tpma-inc.com or 330.307.3399
- **Rob Eggleston, Lead Career Counselor for Mahoning County Educational Service Center**
 - Rob spoke about the services career counselors are offering in the 18 districts they are serving. These services include:
 - Guidance with ODE Graduation Requirements
 - Industry Recognized Credential Pathways
 - Tracking Graduation Data
 - Career Exploration Courses & Job Shadows
 - Career Exploration Bus Tour
 - Trades Day Event scheduled for September 23 & 24
 - Make It Take It Series and more!
 - Rob can be reached at r.eggleston@mvrkog.org

Business Journal Brain Gain Student Panel Update

- The Brain Gain Student Panel Discussions have kicked-off with E. Palestine and Brookfield Local Schools. I have attached the articles from each of these panel discussions. Thank you to these school districts for opening their school buildings and allowing the Business Journal to interact with students about their future.
 - E. Palestine Business Journal Article - <https://businessjournaldaily.com/east-palestine-students-share-their-visions-of-future/>
 - Brookfield Business Journal Article - <https://businessjournaldaily.com/brookfield-students-want-to-be-passionate-about-careers/>

February, 2020

Thank you to everyone who attended our BAC meeting yesterday. We had great presentations by Ralf Urbach of OH WOW! Children's Museum talking about their STEM Education, makerspaces, partnership with Mahoning Valley Manufacturers Coalition and connecting with students in the Mahoning Valley. Jeff

Eisenbraun from MCECSC Teaching and Learning Department discussed the need to set criteria for pre-apprenticeships that fall under the new ODE graduation requirements.

As a committee, we decided the goal for our March meeting is to have our local legislatures and ODE representatives attend the next BAC meeting to discuss the criteria for these pre-apprenticeships. Traci Hostetler, MCECSC Superintendent, has sent emails to Senator Rulli, Senator O'Brien, Senator Brown, Congressman Johnson and ODE Superintendent Paolo DeMaria asking for representation at our March meeting. We will keep you posted on the details.

LINK: BAC February Meeting - https://docs.google.com/presentation/d/19G_N5-He9sPaAX3ybIAHX6n5NaqpdfSqgng4zvCcDOs/edit?usp=sharing