



Health Workforce Initiative Statewide Advisory Meeting
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Expanding Opportunities through Strong Business Relationships

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California
Community
Colleges



Doing What MATTERS
FOR JOBS AND THE ECONOMY

Contract Education is a resource for the two Audiences in the Room

- EWD staff (State Director and Regional Directors) – business engagement metrics
- Industry partners (it's all about profits made and costs reduced)



Contract Education Units are Entrepreneurial by Design

- Contract education services represent an entrepreneurial response at the local level, and collectively statewide, that can significantly impact business retention and expansion in California and build a strong economy that is competitive domestically and internationally. "Contract education means those situations in which a community college district contracts with a public or private entity for the purposes of providing instruction or services or both by the community college." (California Education Code Section 78020)

Contract Education must be Self-Sustaining

- Ed Code 78021.(b) The contracting community college district or districts shall recover, from all revenue sources, including, but not necessarily limited to, public and private sources, or any combination thereof, an amount equal to, but not less than, the actual costs, including administrative costs, incurred in providing these programs or training.

OUR MISSION

- "Work systematically with collaborative partners and companies to strengthen the organization's effectiveness, competitiveness, and profitability through education, training, and services that contribute to continuous workforce improvement." (California Education Code Section 66010.43)

Alignment with Chancellor's Office Vision for Success

- Relentlessly on students' end goals (#1 Core Commitment)
- Design and decide with the student in mind (#2 Core Commitment)
- Lead the work of partnering across systems (#7 core Commitment)



Focus of Contract Education

- UpSkill incumbent workers
- Significantly impact business retention and expansion
- Develop strong mutually-beneficial partnerships with business clients (win-win focus) to meet their business challenges
- Builds a strong economy that is competitive domestically and internationally.
- Create job openings



Strongest Relationships with Business and Industry Partners

When our community's business and industry partners are more competitive, profitable and effective – only then will they have the capacity to provide our Community College students **internships, apprenticeships and hire them** on a full-time basis after graduation!





Kinds of things CE might include to benefit partners' employees' skill sets

- Communication skills
- Computer skills
- Customer service
- Diversity
- Ethics
- Human relations
- Quality initiatives
- Safety
- Sexual harassment training
- Company-centric training



A Few Community-Minded Stories

- ***Uniquely Abled Program*** – College of the Canyons, Center for Applied Competitive Technologies (ACT)
- ***CalTrans Work Group Project – Adult Parolees*** – San Bernardino Community College District
- ***Hazwoper Training for Camp Fire Victims*** – Butte Community College – The Training Place (600 individuals obtained certification to work by April 2019)



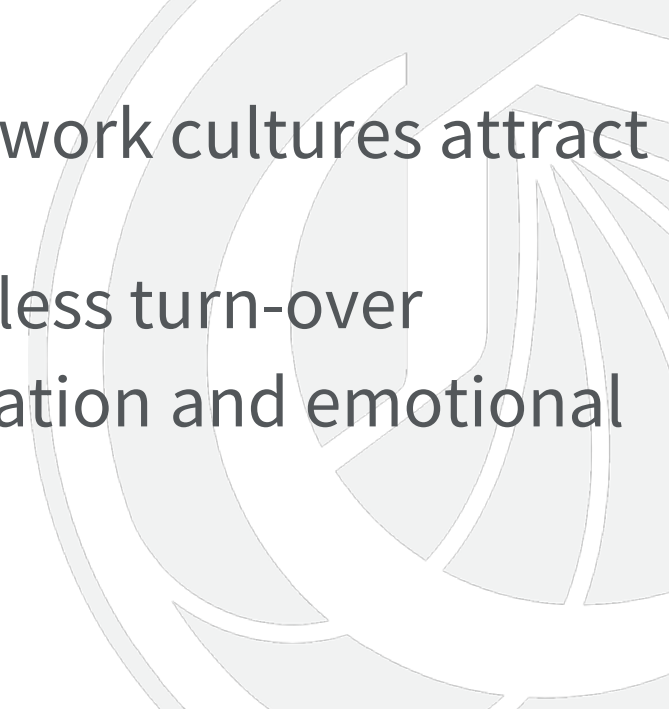
Contract Education Health Sector: UpSkill for Wage Gain



- Project: Certified Nursing Assistant (CNA) workforce
- Braided funding and leveraged other funding by collaborating with CE, Employment Training Panel (ETP) and long-term care industry.
- Students receive paid work “internships” while receiving education for certification.



What CE can do for our Industry Partners

- Improve workforce climate
 - Attract employees (employers with positive work cultures attract the “right employees”)
 - Employers with the “right employees” have less turn-over
 - Improve the soft skills (including communication and emotional intelligence) of their workforce
 - Increase productivity and efficiency
 - Remain competitive in their industry
- 



Call us!

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