



EMPLOY

— PRINCE GEORGE'S —

Industry Bridge Programs are led by Business Advisory Councils, comprised of Business Leaders in the DC Metropolitan Area that ensures each program is aligned with current industry trends and produces job seekers who can immediately contribute and be productive on the job.

Developing Sector Partnerships & Programs aka Industry Bridge Programs

Find out more : www.EmployPG.org

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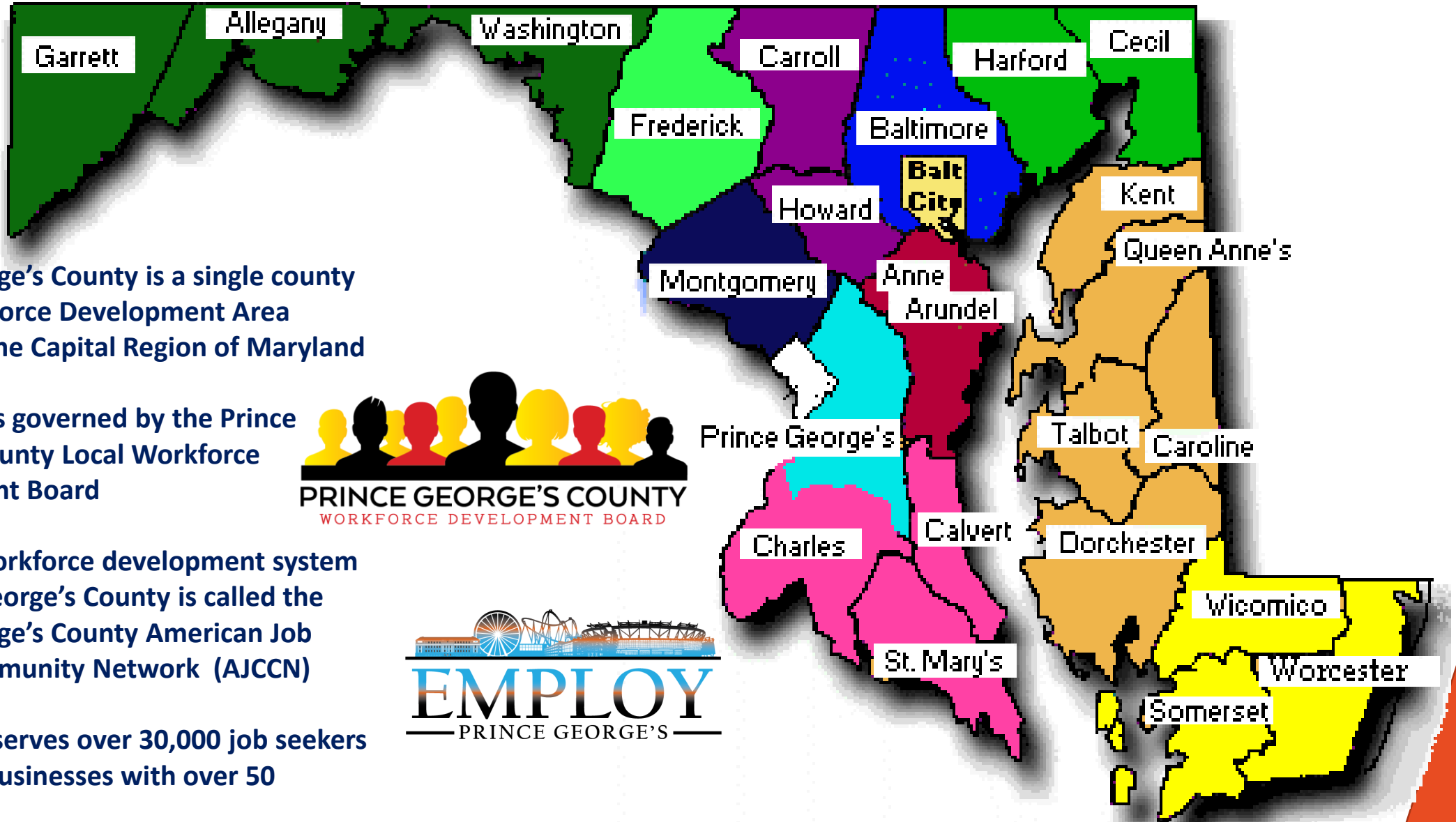
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Learn more at <http://www.employpg.org/community-network/>

EPG's MISSION

“Improve the local economy by creating a demand driven workforce system in Prince George’s County, and workforce development programs that deliver qualified workers to businesses, improves the productivity of businesses, and provides job seekers with opportunities for careers in high demand/high growth industries.”

Maryland Public Workforce System

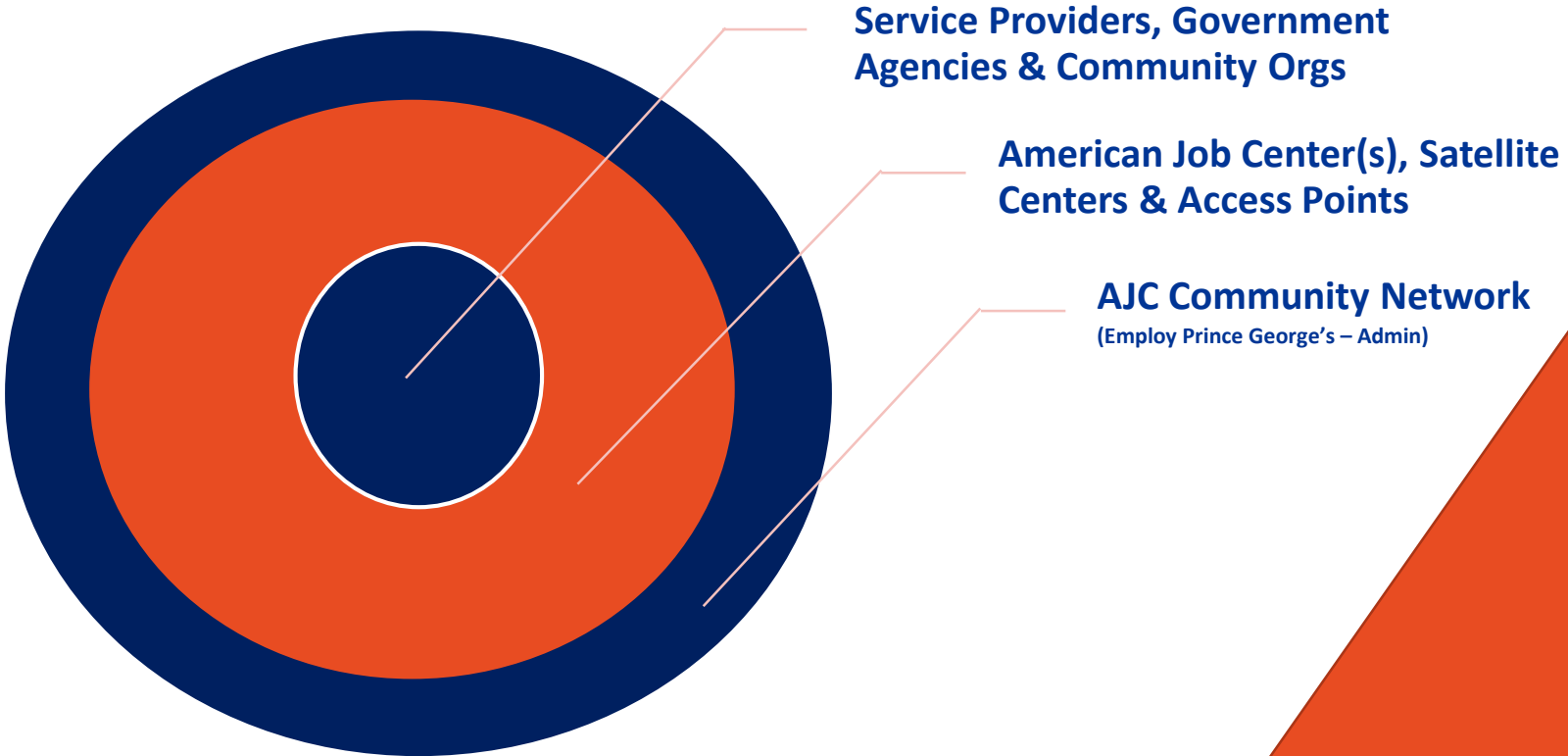


- Prince George's County is a single county Local Workforce Development Area (LWDA) in the Capital Region of Maryland
- The LWDA is governed by the Prince George's County Local Workforce Development Board
- The local workforce development system of Prince George's County is called the Prince George's County American Job Center Community Network (AJCCN)
- The AJCCN serves over 30,000 job seekers and 4,000 businesses with over 50 partners





Prince George's County Public Workforce System





Mechanism business maneuverable
Individual Creates education obtaining
Directed communicate Establish
resources PARTNERSHIPS employers
stepping intercessor Collaboratively method rapidly
priorities suitable lead adjustments strategize various
Focus recognized gaps Policy allowing
Stronger loop demands seamless priority resolutions
feedback long-term job EFFECTIVE collective
peers INDUSTRY list transitions
development all seekers
skill rising permits building one level clearing
Groundwork stone through organize areas change
Industries Systems future arranging manner career
challenges across programs Maximized economy
needs blocks Line pipeline ongoing
demand-driven retention another productivity Recognize
stakeholders workers both Functioning other outcomes
setting short Thriving duplication SECTOR
organizations associate unbiased

INDEMAND INDUSTRIES

IN-DEMAND INDUSTRIES

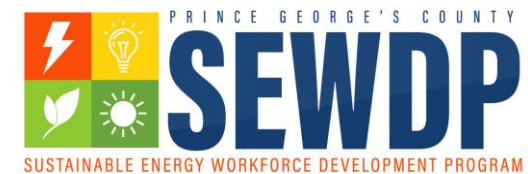
1. Healthcare & Social Services
2. Food & Beverage
3. Advanced Manufacturing
4. Construction & Real Estate
5. Professional, Scientific and Technical Services
6. Education
7. Transportation, Warehouse, Distribution & Logistics
8. Government Services
9. Information Technology
10. Business Services
11. Recreation, Tourism & Hospitality
12. Sustainable Energy

HIGH PRIORITY INDUSTRIES

1. Construction & Real Estate
2. Recreation, Tourism & Hospitality
3. Healthcare & Social Services
4. Information Technology
5. Professional, Scientific and Technical Services
6. Business Services
7. Sustainable Energy
8. Food & Beverage

INDUSTRY BRIDGE PROGRAMS

1. EPIC – Educational Partnership for IT Careers
2. PSI – Professional Services Institute
3. SEWDP – Sustainable Energy Workforce Development Program
4. CAHA – Capital Area Healthcare Alliance
5. CWP – Construction Works Program
6. HAI – Hospitality & Accommodation Institute



Industry Bridge Program History

- Employ Prince George's is a WIOA Title I Provider and Workforce Service Provider that has developed sector programs branded as Industry Bridge Programs in Prince George's County.
- Industry Bridge Programs are comprehensive workforce programs that align Workforce Services, Adult Education, and Occupational Skills Training to meet the workforce needs of specific In-Demand Industries in Prince George's County and the DC Metropolitan Area.
- Over the past two years Employ Prince George's has built 6 Industry Bridge Programs, secured over \$4,000,000 in funding, and served hundreds of participants.

EMPLOY PRINCE GEORGE'S INDUSTRY BRIDGE PROGRAMS

Construction Works Program (CWP)

The DC Metro area is undergoing a construction boom! Do you want to join the Construction Industry and change the skyline of the DMV? Do you want to join the Region's long-standing in-demand industry? The Construction Works Program can assist you in gaining the skills and connections for the following careers:

- Carpenter
- Commercial Painter
- Electrician
- Heavy Equipment Operator
- Plumber
- Truck Driver
- Welder



Sustainable Energy Workforce Development Program (SEWDP)

Are you interested in a career in the Sustainable Energy Industry? Do you want to be a part of one of the fastest growing industries in the United States? Examples of careers in the industry include:

- Energy Auditors
- Manufacturers & Distributors of Energy-Efficient Products
- Solar Panel Installers
- Solar Water Heating Installers
- Wind Energy Technicians
- Weatherization Technicians



Education Partnership for IT Careers (EPIC)

IT careers are experiencing substantial growth! Would you like to be part of that growth? (Get the tech training and certification through FREE classes to prepare for the industry-recognized CompTIA A+ Certification and your career as a computer support specialist.) Other IT careers you could pursue with EPIC training include:

- Desktop Support Specialist
- Help Desk Technician
- Information Security
- IT Support Specialist
- PC and Hardware Repair
- Network Administration



Hospitality & Accommodation Institute (HAI)

Are you interested in a career in the Hospitality, Retail, Customer Services or Food & Beverage? Do you want to be a part of one of the most in-demand and consistent industries in the DC Metropolitan Area? If so, the Employ Prince George's Hospitality & Accommodation Institute can help you reach your career goals! Examples of careers in the industry include:

- Cook & Sous Chef
- Customer Service Representative
- Hotel Administrator
- Hotel & Lodging Security
- Guest Service Professional
- Restaurant Supervisor
- Retail Supervisor



Capital Area Healthcare Alliance (CAHA)

Are you interested in a career in the Healthcare Industry? Do you want to be a part of one of the highest paying, fastest growing and most in-demand industries in the United States? If so, the Capital Area Healthcare Alliance offers programs that can help you reach your career goals! Examples of careers in the industry include:

- Certified Nursing Assistant (CNA)
- Geriatric Nursing Assistant (GNA)
- Medical Administrative Assistant
- Medical Billing & Coding
- Pharmacy Technician
- Registered Medical Assistant



ENROLL TODAY!

Ready to jump start your career? Register for an Employ Prince George's Industry Bridge Program **TODAY!** The Industry Bridge Programs are the DMV's premier sector-based programs designed to provide eligible job seekers with the FREE training and assistance to gain employment in the Region's most **IN-DEMAND INDUSTRIES**. Enroll at www.EmployPG.org or call the American Job Center Largo at (301) 618-8445.



Effective Industry Sector Partnerships

- Led by Employers – to warrant that the coordination is accurately demand-driven and leads to greater outcomes for the entire system
- Individual Industry Focus – allowing organizations to associate with trade peers to pinpoint workforce needs
- Locally and Regionally – this permits adjustments to the undercurrents within the area economy
- Assembled by an Independent Entity – arranging all appropriate stakeholders and resources in a manner to respond to the recognized needs

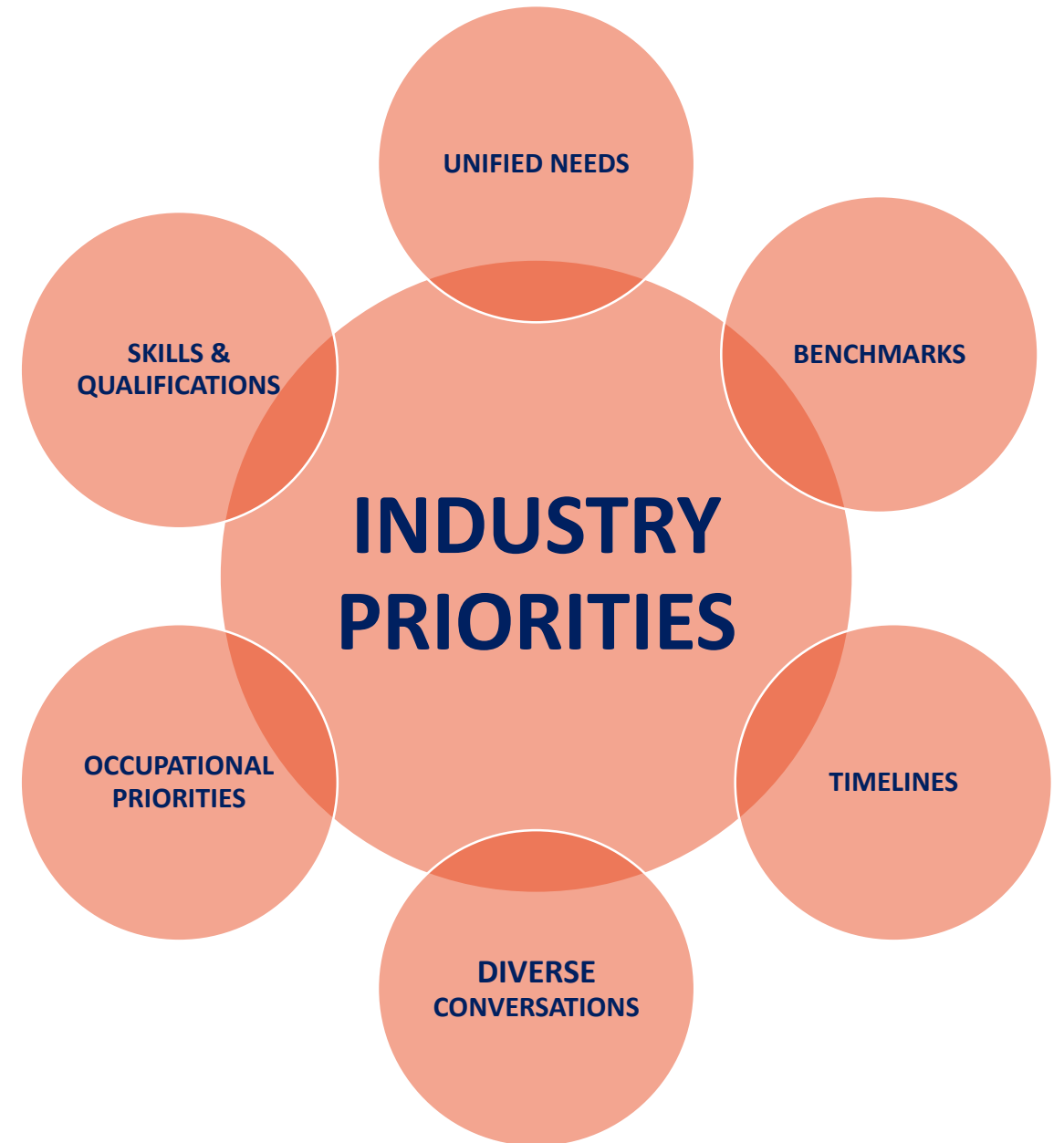
Best Practices in Building a Sector Partnerships

1. Identify a Specific Region **COMMUTING PATTERNS**
2. Identify an In-Demand Industry **LABOR MARKET INFORMATION**
3. Identify Industry Leaders **EMPLOYER LED**
4. Identify Industry Challenges **BUSINESS SERVICES INTELLIGENCE**

5. Establish **SMART GOALS**

IF IT ISN'T LED BY EMPLOYERS IT ISN'T A SECTOR PROGRAM!

- Local Employers
- Head Hunters/Staffing Agencies
- Labor Organizations
- Small Business Associations
- Chambers of Commerce
- Local Economic Development Entities
- State Commerce Department



Workforce Development Pyramid

Workforce Providers

Eligible Training Providers

WIOA Title I Providers

Vocational Rehabilitation

Target Population Service Providers

State Workforce Agencies

Wrap Around Service Providers

Local Government

Post Secondary Institutions

Apprenticeship Sponsors

Community Service Providers

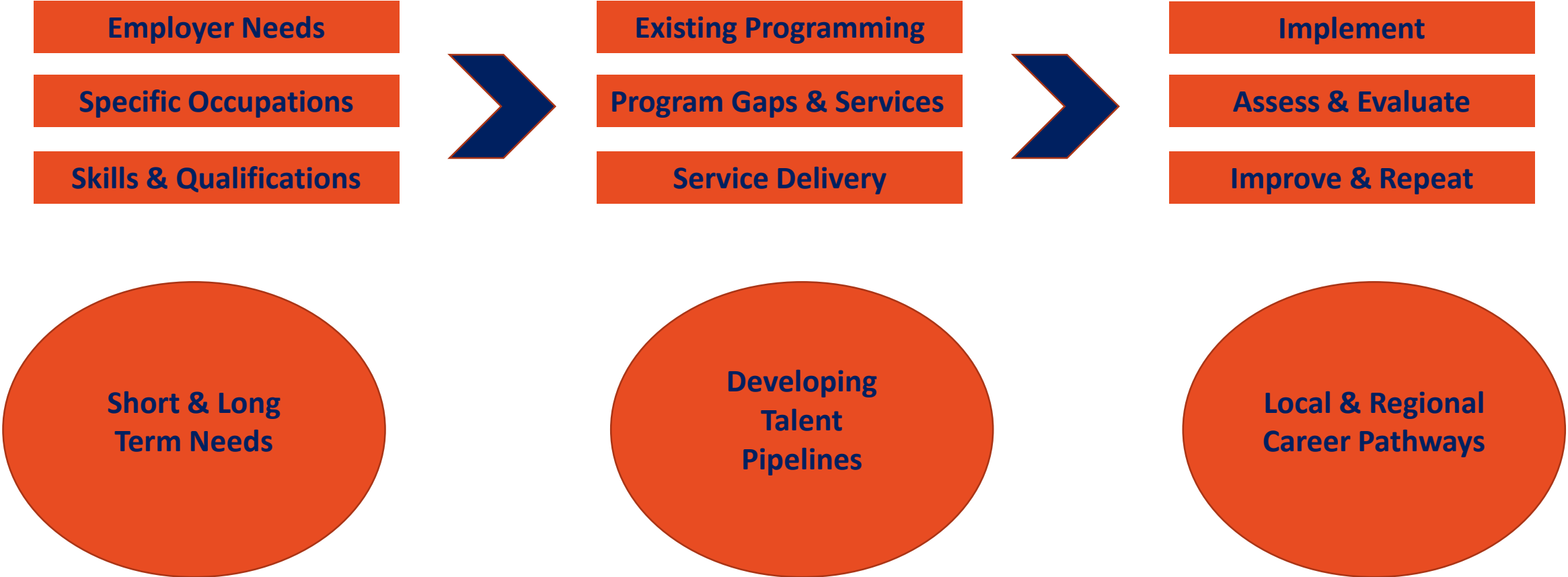
Department of Social Services

Adult Education Providers

K-12 Public School System

Unite Industry with Workforce Development

Align Programming with Industry Needs



Occupation & Program Alignment

CAHA	CWP	EPIC	HAI	PSI
Certified/ Geriatric Nursing Assistant	Carpenter	Desktop Support Specialist	Customer Service Representative	Administration/Project Management
Medical Administrative Assistant	Commercial Painter	Help Desk Technician	Hotel Administrator	Clerical/Administrative support
Medical Billing and Coding	Electrician	Information Security	Hotel & Lodging Security	Human Resources
Pharmacy Technician	Truck Driver	PC Hardware Repair	Restaurant Supervisor	Finance/Accounting
Electronic Health Records	HVAC	Network Administration	Retail Supervisor	Legal Services

Employer

Training Review
&
Approval

Certifications

Qualifications

Skills

Successful Program Execution

Program Implementation

1. Successful Job Seeker Recruitment
2. Successful Employer Recruitment
3. Communication between Employers & Service Providers
4. Coordinated Trainings & Hiring Events
5. Menu of Supportive Services
6. Community Knowledge of Programming
7. Employer Approval & Support



Program Outcomes

1. Program Enrollment
2. Program Completion
3. Credential Attainment
4. Job Seeker Placement
5. Employer Recruitment Efficiency
6. Employee Retention
7. Employee Promotion
8. Request for Additional Trainings
9. Single Training - Multiple Employer Placement Rates

Community Benefits & Impact

Community Benefit

1. Workforce System Meeting Community Needs
2. Reduced Workforce System Duplication & Inefficiencies
3. Recognizable Career Pathways
4. Streamlined Services & Program Coordination
5. Increased Funding for Workforce Programming
6. Policy Aligning with Needs of Employers



Community Impact

1. Vast Pool of Talent
2. Workforce System Meeting the Needs of Employers
3. Employer Approved Trainings & Programming
4. Increased Capacity of the Workforce System
5. Thriving Industries & Employers
6. Increased Investment of Employers into the Workforce System

Presentation Summary

1. Programming is Employer Led **Business Advisory Council**
2. Meeting Industry & Employer Needs **Data Collection via Surveys**
3. Employer Accountability **Employer Co-Chairs**
4. Aligned Goals & Execution **SMART Goals**
5. Performance & Impact **Evaluation & Assessment**

Resources & References

- <http://www.employpg.org/job-seekers/industry-bridge-programs-page/>
- <http://www.esrgc.org/dashboards/dllr/>
- <https://www.dllr.state.md.us/>
- <https://www.opressrc.org/content/state-sector-strategies-coming-age-implications-state-workforce-policymakers>
- <https://www.zippia.com/company/best-companies-maryland>



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