



Workforce & Economic Development

"A Public/Private Partnership"





CCEDC Mission

To encourage and promote the *smart economic* growth and prosperity of Chester County.

- Commercial Loan and Financial Services
- Workforce Retention, Expansion, and Training **
- Grant Management and Support
- Government and Municipal Services
- Keystone Innovation Zone (KIZ)
- Brownfields Redevelopment
- Community Development Initiatives
- International Business Assistance
- Agricultural Economic Development



A Public/Private Partnership

Business

Education

**Economic
Development**



A Public/Private Partnership

Fortune 1000
companies
Small Tech start-ups
Main Street Businesses
Vendors
Recruiters

K-Grey
Elementary
Middle and High
School
Community Colleges
Technical Schools
Universities

CCWIB
CCEDC
SBDC
DVIRC
Chambers



Workforce & Economic Development A Public/Private Partnership

- *Industry Partnerships*
- *Pipeline Development*
- *HIRE ONE Initiative*



Industry Partnerships

Jim Lauckner

J*Lis Management

Director, ITAG & Smart Energy Initiatives





PA Industry Partnerships

PA Department of L&I Grants - \$20M

- 11 targeted priority industries in PA
- 16 partnerships in SEPA - \$2.88M
- 5 in Chester County - \$1M





SEPA High Priority Partnerships



Smart Energy Initiative
of Southeastern Pennsylvania



BIOSCIENCE
PARTNERSHIP



IP Development

- Identify High-priority industries and needs – national/state data
- Reach out to stakeholders
- 51% or more private* sector





IP Service Assessment

1. Assess needs of private sector
2. Identify Key Stakeholders
3. Establish Key Committees
4. Assess/source qualified providers
5. Map out services/providers



IP Services

- Business Services/Resources
- Incumbent Worker Training
- Pipeline Development





IP Business Services/Resources

- Recruiting – best practices
- Financial Resources – CCEDC loans, GAT assistance, BREP
- Networking – best practices
- Access to federal, state and local grants
- Tax Incentives for hiring, training, research and development



IP-Incumbent Worker Training

- Application Process
- 10X the requests vs. available funds
- Vendor Resource Guides
- Submit training requests with local universities and private trainers





Training/Education Resources

- Training Grant Support – IPs, WIB
- WedNET, CJT – PSU, DCCC, WCU, Cheyney
- Tax Incentives for hiring, OJT Funding - CareerLink
- *Curriculum Development - IP*



**KEYSTONE
INNOVATION
ZONE**
CHESTER COUNTY

6 KIZ in SEPA

- Tech Transfer and Product Commercialization
- Access to funding sources and grant writing
- Access to pro bono assistance with consulting needs – IP, legal, accounting, HR, facilities
- Interns and training



Industry Partnership Results

	Healthcare	ITAG	SEI	Agriculture	BIO	RCEP	Hire One	Totals
Participants								
# of Employers	35	170	350	291	59		90	995
# of Educational & Training Institutions	11	25	18	26	53		6	139
# of Other (Econ Dev/Unions/Chambers)	11	13	24	21	18		6	93
Training								
# of Employees Trained	1107	668	187	280	305			2,547
# of Companies w/ Employees Trained (undup)	34	16	66	128	12			256
Youth Programs								
# of Youth Participants	527	846	392	1230	616	2442		6,053
# of Parent Participants	103	125	109	113	118	353		921
# of Educator Participants	18	20	19	104	55	78		294
# of Employer Participants	23	51	27	56	49	127		333
# of Schools Participating	84	91	92	110	97	126		600
Other								
# of Dislocated Workers Trained/Served	0	2	2	9	0	0	1281	1,294
Volunteers	111	288	94	53	27	35		629
Total individual participants	1889	2000	830	1845	1170	3161	1281	12,197
Grant Funds								
IP Funds	\$ 47,500	\$ 47,500	\$ 40,000	\$ 47,500	\$ 40,000	\$ 55,000	\$ 154,800	\$ 432,300
Training Funds	\$ 142,500	\$ 161,500	\$ 150,000	\$ 118,750	\$ 100,000	\$ -	-	\$ 672,750
Total Grant	\$ 190,000	\$ 209,000	\$ 190,000	\$ 166,250	\$ 140,000	\$ 55,000	\$ 154,800	\$ 1,105,050
Match Funds								
Cash match	\$ 43,886	\$ 49,433	\$ 60,351	\$ 137,663	\$ 19,699	\$ -		\$ 311,032
Other match	\$ 327,154	\$ 169,045	\$ 269,268	\$ 54,691	\$ 168,362	\$ 67,000		\$ 1,055,520
Total match	\$ 371,040	\$ 218,478	\$ 329,619	\$ 192,354	\$ 188,061	\$ 67,000		\$ 1,366,552



FOR GROWING BUSINESSES

Pipeline Development

Carol D. Rieg

Corporate Foundation Officer

Bentley Systems, Inc.



- Bentley is the global leader dedicated to providing architects, engineers, constructors, and owner-operators with comprehensive software solutions for sustaining infrastructure.
- Founded in 1984, Bentley has nearly 3,000 colleagues in more than 45 countries, \$500 million in annual revenues, and, since 1999, has invested more than \$1 billion in research, development, and acquisitions.



IP - Pipeline Development

- Federation of Galaxy Explorers
- Techies Day - ITAG/SEI/HC/BSP/Ag
- Tech Trek - ITAG
- GETT – ITAG/SEI/HC/BSP/Ag – March 26
- Smart Energy Tour
- Healthcare & Ag Showcases
- BioExplorations - LSCA
- 3E Institute – WCU (staff development)



RCEP

Regional Career Education Partners Network

- Intermediary between Industry and K-12 schools – “Single Point of Contact”
- Since Jan 08 – 5920 students, 68 teachers
- Assistant to the schools
- Funding for stipends, transportation, events/“Showcases”



Total Students: 400

6th Grade: 120

7th & 8th Grade: 160

9th-12th Grade: 120

Parents: 175

Educators: 27

First Time Attendees: 342

Returning Attendees: 57

Number of Schools : 82



Schools by County:

Chester County: 37...263

Bucks County: 3...6

Berks County: 5...18

Cumberland County: 1...1

Montgomery County: 14...44

Philadelphia County: 16...60

Delaware County: 5...6

Burlington County, NJ: 1...1

Cyber School: 1...1





FOR GROWING BUSINESSES

HIRE ONE

Marybeth DiVincenzo

V.P. Grant Management/Workforce Development

Chester County Economic Development Council





hireONE

Cross Industry Approach to Solving Unemployment in SEPA

- 17,000 unemployed in Chester County
 - 177,000 unemployed in SEPA



hireONE

GOAL: HIRE ONE person by December 2011

- Job Seeker support - *May 16 and September 16, 2011*
- Employer support
- Marketing Campaign



FOR GROWING BUSINESSES

hireONE

[HTTP://WWW.HIREONEECC.COM/](http://www.hireoneecc.com/)



Questions





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