



# Workforce Development Panel Discussion

October 1, 2019



*Welcome!*

David Olson,  
Community & Economic Development  
Director





# Lakeville Works Program



Krista Jech,  
Chamber President



Cindy Nolan,  
Career Pathways Coordinator



**So...what  
college are you  
going to after  
high school?**





Paid advertising by U.S. colleges and universities reached an all-time high of a **\$1.65 billion** in 2016.

This represents a surge of 18.5% over 2015.

*Source: Educational Marketing Group*



Americans owe over **\$1.56 trillion in student loan debt**, spread out among about 45 million borrowers.

That's about **\$521 billion more than the total U.S. credit card debt**.

**1 in 4 Americans have student loan debt**, with an average monthly loan payment is \$393.

*Sources: Lending Tree, NITRO, Student Loan Hero*



If current economic and demographic trends hold, **Minnesota will have 240,000 unfilled jobs in 2022**, more than twice what it has today.

If Minnesota doesn't make progress adding trained workers the next several years, **the state risks losing out on billions of dollars** in future economic growth.

**500,000 of the 3 million jobs in Minnesota's workforce are tied to STEM fields.** Those are among the best-paying in the state.

*Source: Star Tribune article, March 3, 2019*

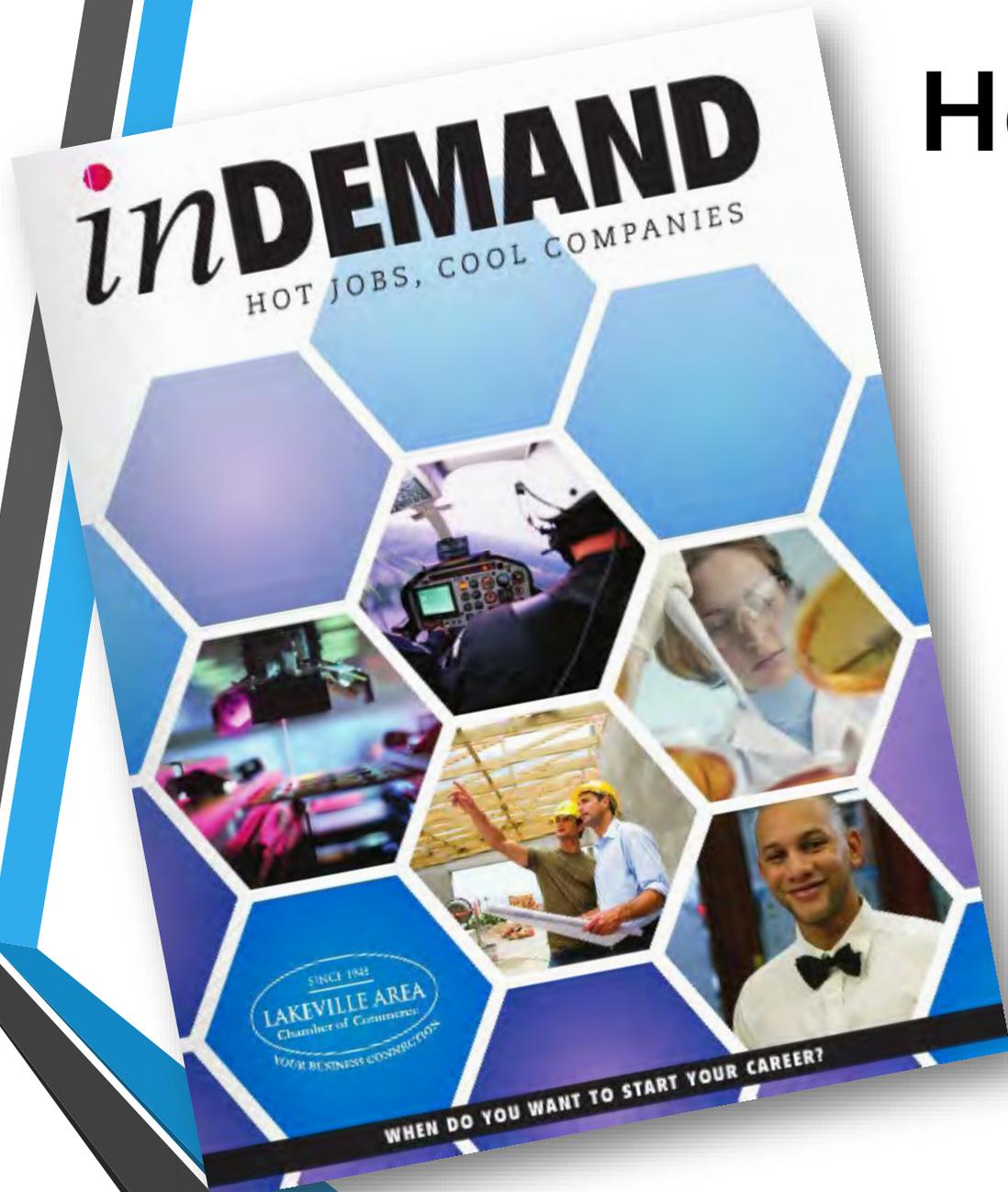


Something Needs to  
Change...

# How this started...

Published in 2016  
by Lakeville Area  
Chamber of Commerce

Distributed to:  
Lakeville Middle &  
High Schools





Lakeville Area Chamber of Commerce



Lakeville Area Chamber of Commerce



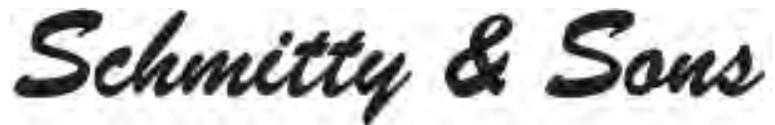
To fill our talent pipeline within STEM and Skilled Trade labor careers by shifting the singular message of 4-year college for all.

# CONNECTING STAKEHOLDERS WITH STRATEGY

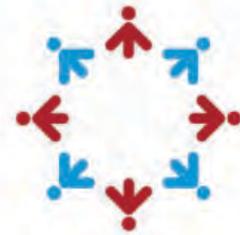
INFLUENCERS  
DECISION MAKERS  
COMMUNITY PARTNERS



# Founding Investors



# Community Partners



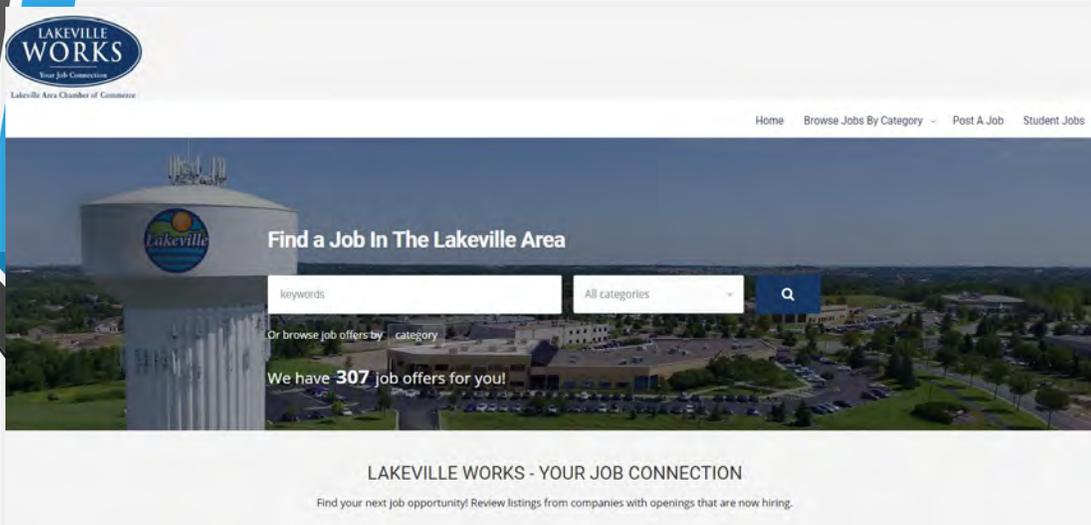
**Lakeville**  
AREA SCHOOLS

# 2018 | year one



12 Chamber Members  
Investors Sign on,  
receive school tours

LakevilleWorks.org Launched



Small Engines | Printers  
Router Table & Lift | Wood Working  
Lathe | Pneumatic Shop Press  
w/Gauge & Winch | Supporting Tools



Lakeville H.S.  
students pursuing  
STEM locally

# 2019 | year two

## Pilot Programs & Equipment

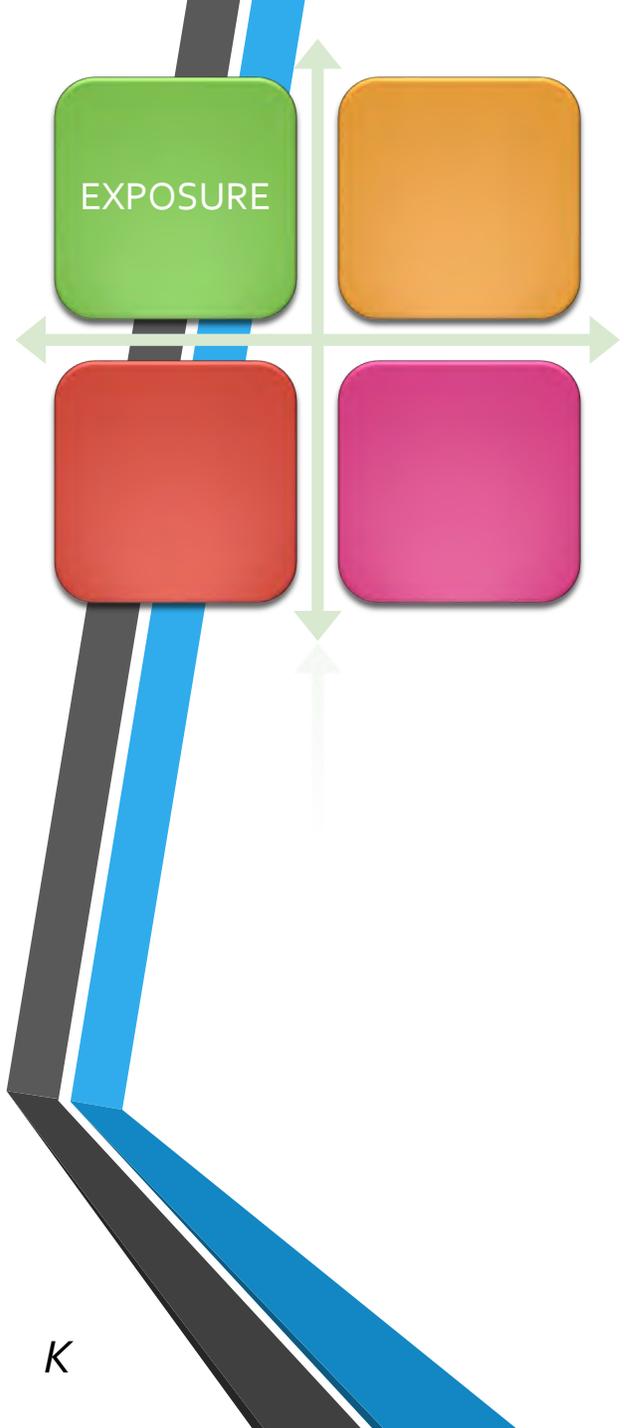


Increasing from a Murrmur to a ROAR



Introducing & Engaging more Stakeholders

Recruitment & Retention



**MARKETING\***



**INDUSTRY TOURS**



**INDUSTRY TALKS**



**VIRTUAL SUMMER  
JOB FAIR**



**CEO IN  
CLASSROOM**



**SPEAKER SERIES**

*\*Indicates where budget being allocated*



EXPOSURE

# MARKETING

**SUN Thisweek** Important announcement for our Sun Thisweek readers.

We are moving the Sun Thisweek to U.S. Mail delivery! That's right, your favorite newspaper will now be delivered right to your mailbox for FREE each week!

ALL YOU HAVE TO DO IS SIGN UP!

[Sign up!](#)

## LOCAL NEWS



### Burnsville Breakfast Rotary awards seven grants

2 hrs ago

Burnsville Breakfast Rotary awarded grants to seven charitable causes Thursday, Aug. 8. Receiving the awards were, from front left, Marnie Wells representing Campfire Minnesota, Scholarships, Vladimir Lind, Anne Werner-Dempsey representing High School HOSA Program, Amy...

**FREE COUPONS**

[CLICK HERE](#)

## LAKEVILLE WORKS

**WE ARE HIRING!**

[CLICK HERE](#)

**LAKEVILLE WORKS**  
Your Job Connection

## LATEST NEWS

- Burnsville Breakfast Rotary awards seven grants
- Koznick attends graduation for students who utilized new program
- Brat Pack Radio to play at benefit concert



## LAKEVILLE WORKS MARKETING PROJECT



**LAKEVILLE WORKS**  
Your Job Connection

Partnering to build a workforce pipeline, recruit qualified applicants and encourage advancement.

[LakevilleWorks.org](#)

**Advanced Wireless Communications a leader in wireless communication business solutions**

Here's what a fairly new sales leader at ANIC has to say about his experience as a new employee:

"Having just joined ANIC, I can say the culture here is special. Everyone is working to support the person next to them. The company leads like a big family that is focused on growth without jeopardizing our integrity."

ANIC is looking for good people who want to support the company's core values:

- Best in class customer service and satisfaction
- Honesty and integrity
- Willingness to learn
- Results-oriented
- Teamwork
- Fun

"The ANIC motto is 'Believe it and achieve it' and that's what drives our company every day," said Koznick. "We empower our staff to think outside the box, be creative and never settle for being average."



**Chicken en Crouste**

Start this dinner with a classic casserole salad using fresh baked crescents, Italian cheese and sweet cherry tomatoes. Then you will move onto the star of the show Chicken en Crouste, puff pastry wrapped chicken breast with a variety of sides. Complete this meal with a luscious chocolate sauce served with an exquisite raspberry coulis and fresh whipped cream.

4601-020  
LNHS, FACS Lab    Tue, Dec. 10 5:35/1 session    6:30-9 pm

**Holiday Bake and Take**

In just 3 hours you can do all your holiday baking and take home 10 dozens of different varieties of cookies and candies! Best of all, your finished items are ready to give! Working in groups, you will take home 10 dozens of cookies and candies. After cleaning, comes the cookies and candies sampling!

4601-021  
LNHS, FACS Lab    Thu, Dec. 12 5:35/1 session    6-9 pm

4601-022  
LNHS, FACS Lab    Tue, Dec. 17 5:35/1 session    6-9 pm

**No stress trips with Premier World Discovery!**

See our full itineraries online, and book with Community Education.

**Hawaii 3 Island Adventure**  
March 3, 2020 (Booking #132581)

**New York City & the Hudson River Valley**  
September 25, 2020 (Booking #132582)

**See & the Country Roads of Tuscany**  
October 3, 2020 (Booking #132580)

Join us for a 7 day excursion that will have you falling in love with the Big Apple and Hudson River Valley on the way of a lifetime from the witness of the sights and sounds of Rome.

**Registration Session**

Learning more about these trips? Join us on Thursday, Sept. 17 6:30-7:30 pm. Free but registration preferred.

[Registration/education/adv](#)

**NOW HIRING!**

Every Industry. Every Career Level. No Commute!

**LAKEVILLE WORKS**  
Your Job Connection

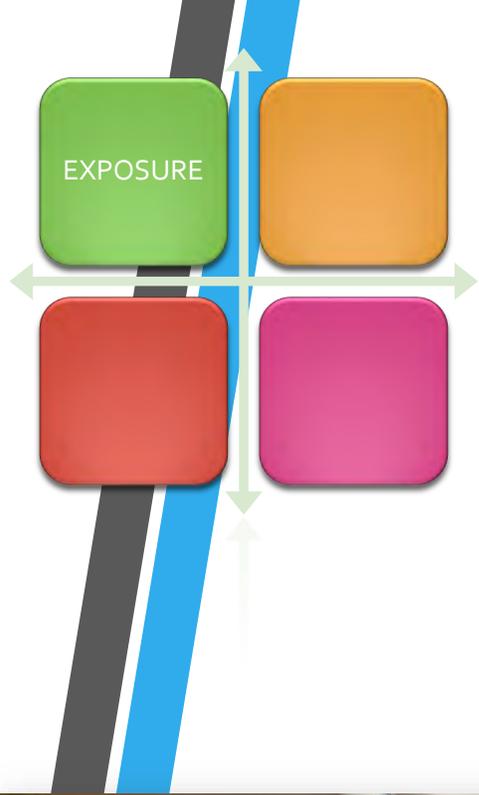
**OUT ENRICHMENT**

**NOW HIRING!**

**LAKEVILLE WORKS**  
Your Job Connection

Part Time  
Full Time  
Seasonal

**SEARCH JOBS**



# MARKETING



ROUGH CUT VIDEO - WHY TRADES??



# INDUSTRY TOURS



EXPOSURE

# PILOT PROGRAMS



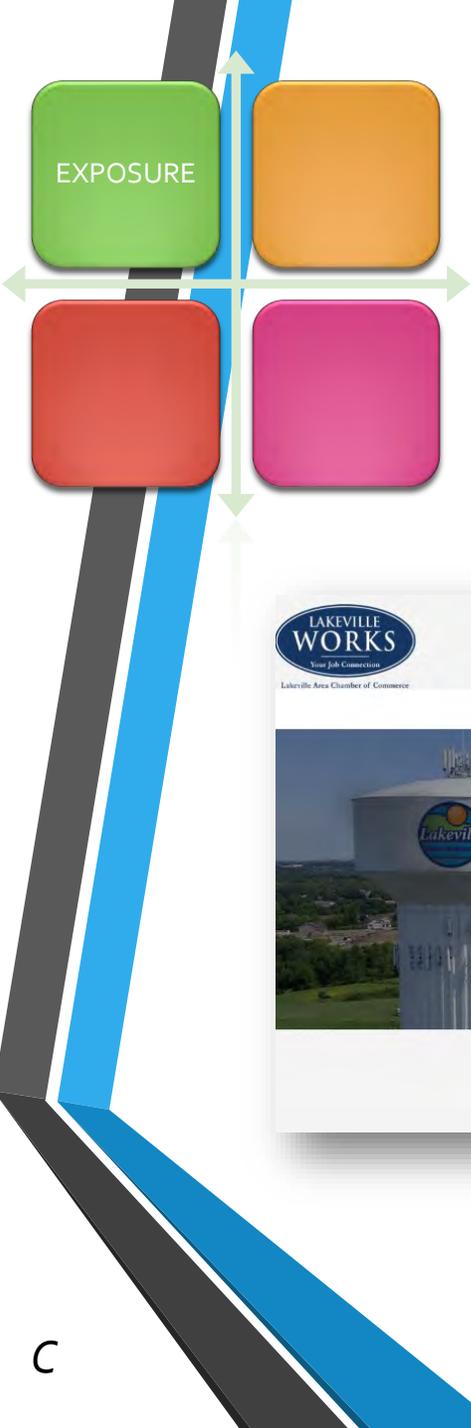
**SPEAKER SERIES**



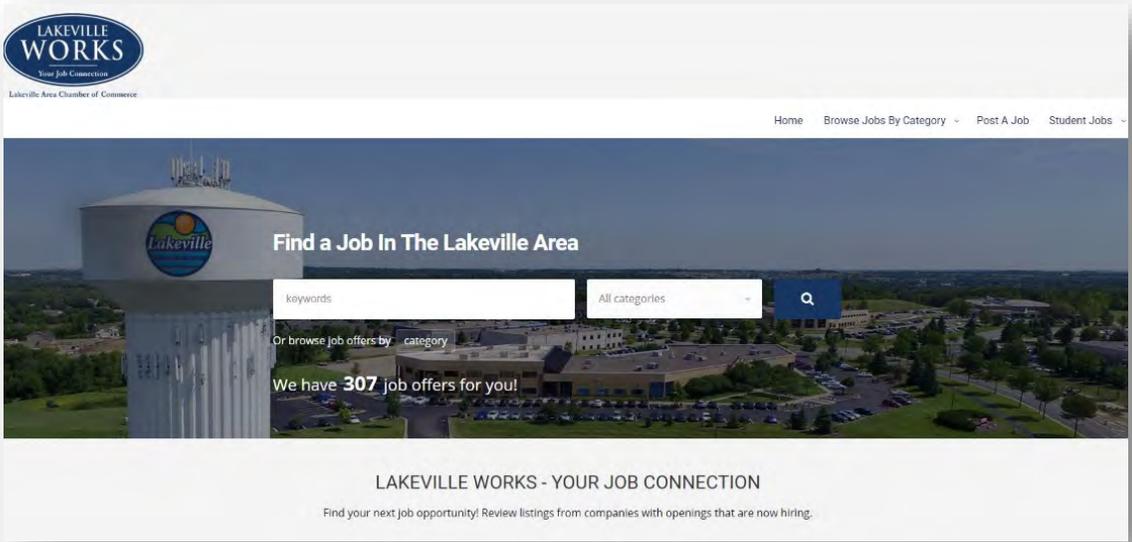
**INDUSTRY TALKS**

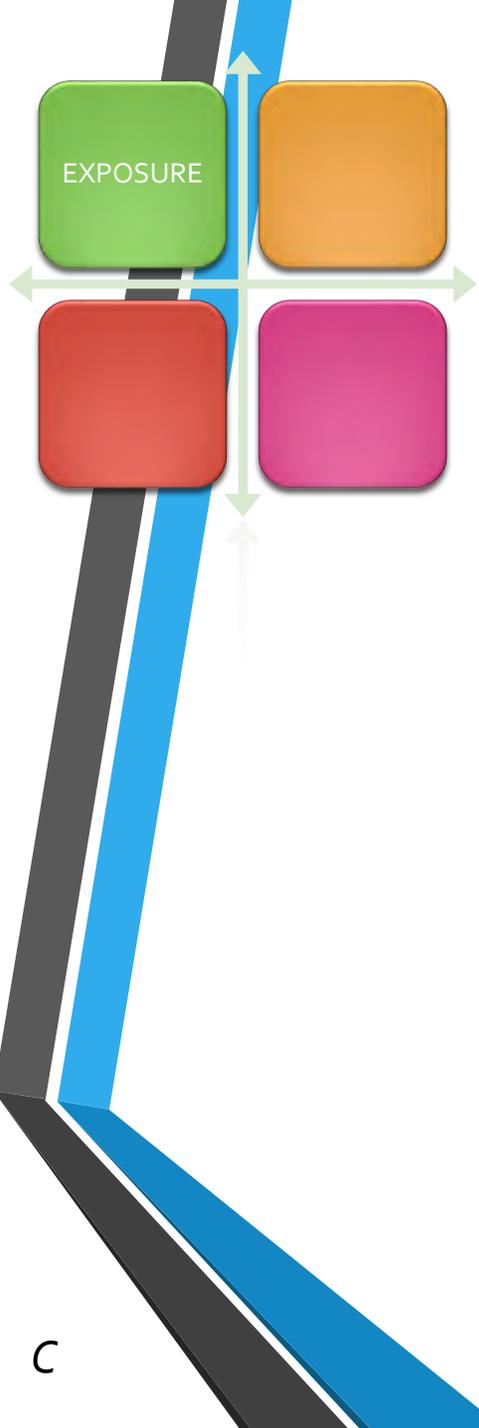


**GUEST INSTRUCTORS**



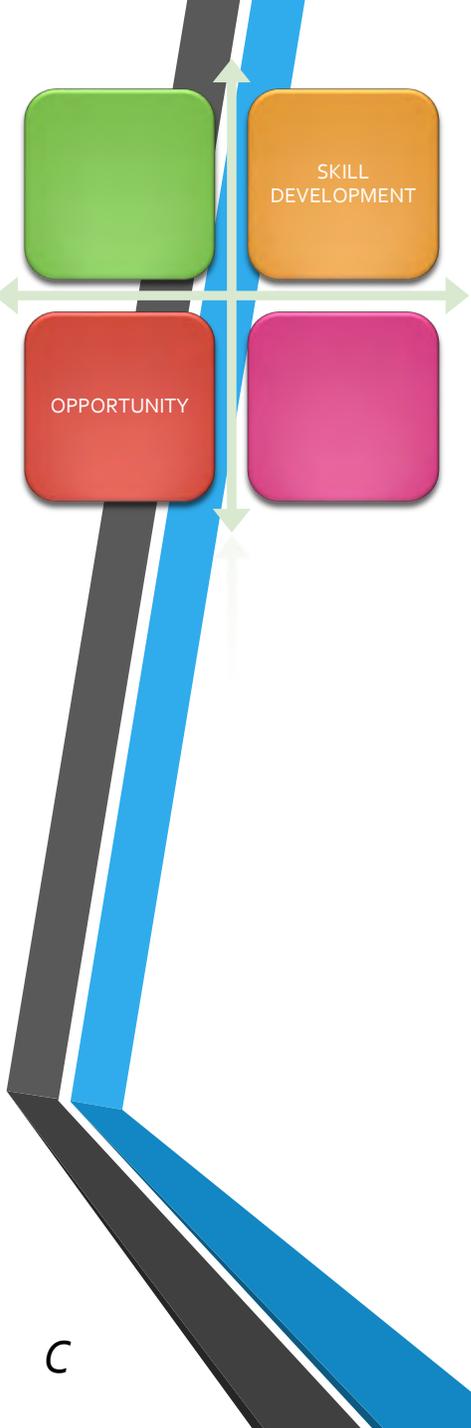
# OVER 90 STUDENT JOBS IN FIRST VIRTUAL JOB FAIR





## CEO IN CLASSROOM





**ACCESS TO EQUIPMENT\***



**PROJECT BASED LEARNING**



**GUEST INSTRUCTORS**



**PARTNERING WITH POST SECONDARY**

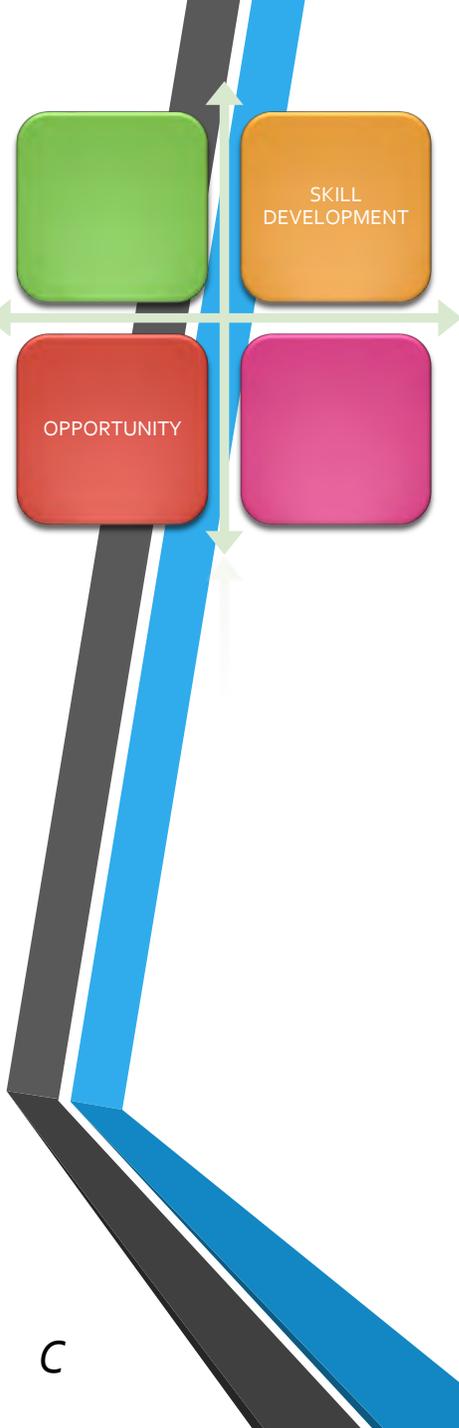


**STAKEHOLDER ADVISORS**



**FIELD EXPERIENCE, MENTORSHIPS and EXTERNSHIPS**

*\*Indicates where budget being allocated*



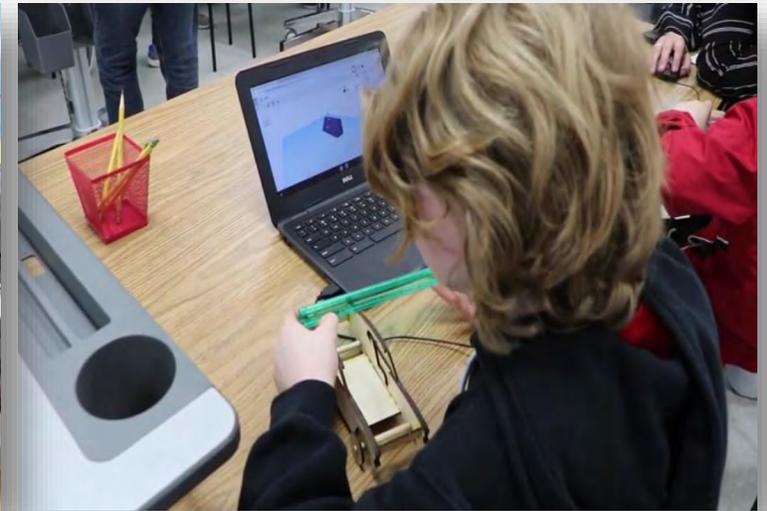
# ACCESS TO EQUIPMENT



**Area Learning Center**  
LAKEVILLE AREA PUBLIC SCHOOLS



# PROJECT BASED LEARNING





# PARTNERING WITH POST SECONDARY

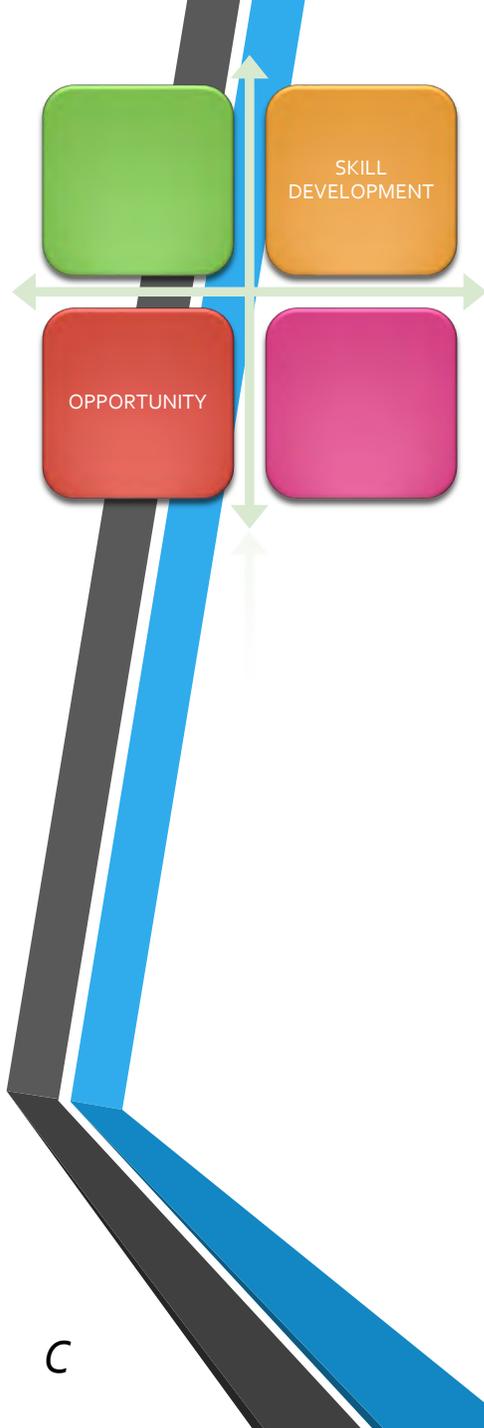


DAKOTA COUNTY  
TECHNICAL COLLEGE



DUNWOODY  
COLLEGE OF TECHNOLOGY



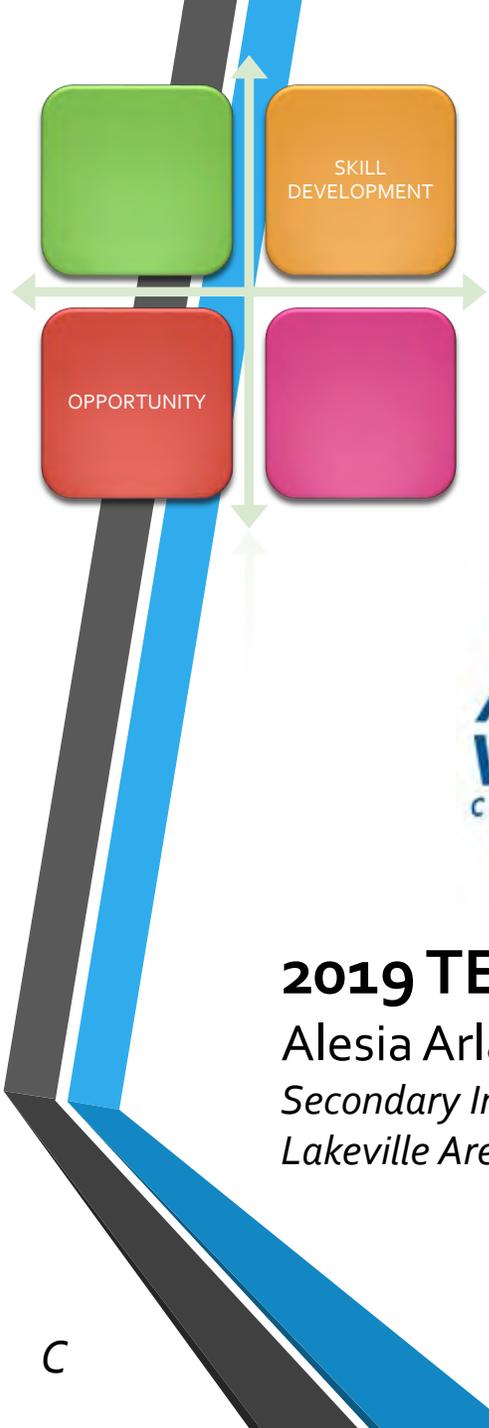


# STAKEHOLDER ADVISORS



## WHO IS AT THE TABLE:

- Parents
- K-12 Educators
- Secondary Students
- Business Partners



# FIELD EXPERIENCE, MENTORSHIPS, EXTERNSHIPS

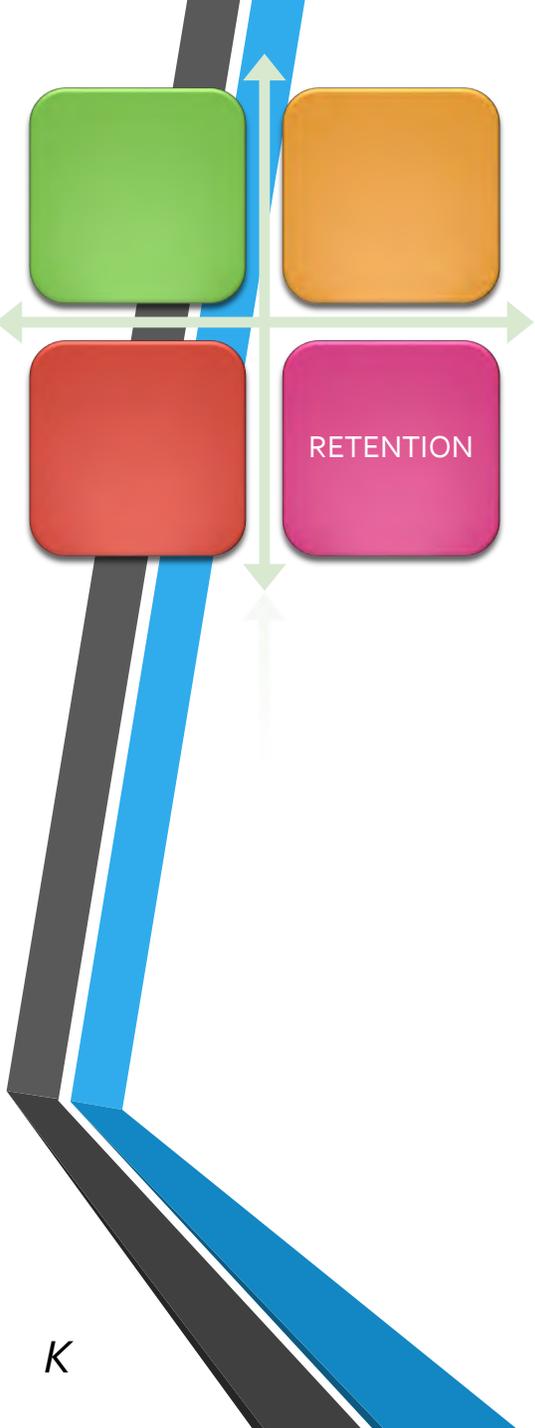


## 2019 TEACHER EXTERNSHIP

Alesia Arlandson

*Secondary Instructional Data Support Specialist  
Lakeville Area Schools*





**HR CONFERENCE\***



**ACCESS TO RESOURCES**



**GROUP COLLABORATION**



**LEADERSHIP TRAINING**



HUMAN RESOURCES  
Conference

RETENTION

**June 23, 2020**

8:00 am – 2:00 pm

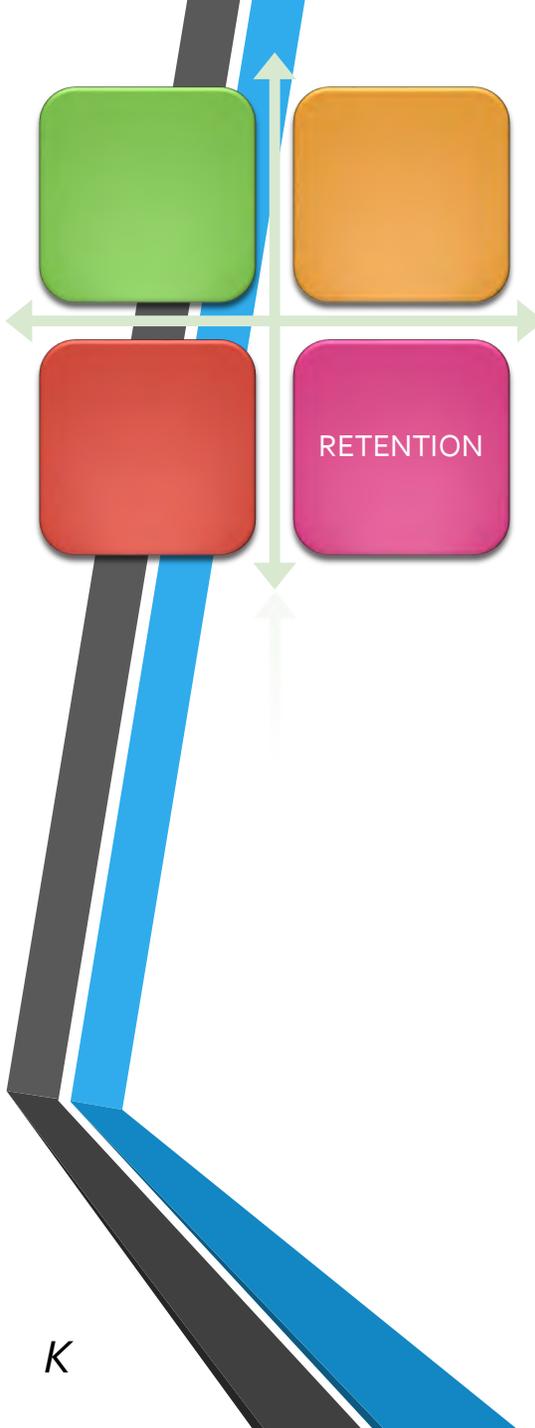
Crystal Lake  
Golf Course

## Topics:

- Recruitment & Retention
- Workplace Wellness
- Generational Hiring
- Resources: Pipeline, Apprenticeships, etc.

## Follow Up:

- Monthly/Quarterly HR networking & educational opportunities



## GROUP COLLABORATION & ACCESS TO RESOURCES

- Marketing Committee
- Human Resources Committee
- Quarterly Investor Meetings with Guest Speakers
- Facilitating Information Sessions

# LEADERSHIP



The Amazing SHAKE!  
Eastview Elementary



2020 Dates

- February 5, 6
- March 3, 4
- April 1, 2
- May 6, 7

# Measurables

## Immediate

- Partnerships being formed
- LAS equipped for instruction
- Web traffic statistics
- Summer Jobs

## Future

- Increase in CTE class options
- Increase in enrollment in CTE classes at secondary and post-secondary level
- Lakeville businesses seeing rise in skilled candidates



2020 | year three

**WIN**

- Speakers
- Tour Locations
- Project Based Learning
- Testimonials
- Investors



Lakeville Area Chamber of Commerce



Schmittty & Sons



# Panel Discussion



Ken Coons, President



STEM Students:

Ryley Anderson  
Tarah Gudmundson  
Dakota Rawley

*Thank you to our speakers!*

