

**Ohio** | Manufacturing Extension Partnership

# Using Data to Drive Successful Partnerships

**Ohio** | Development Services Agency

The State of Ohio is an Equal Opportunity Employer and Provider of ADA Services

## Ohio Manufacturing Extension Partnership (MEP)

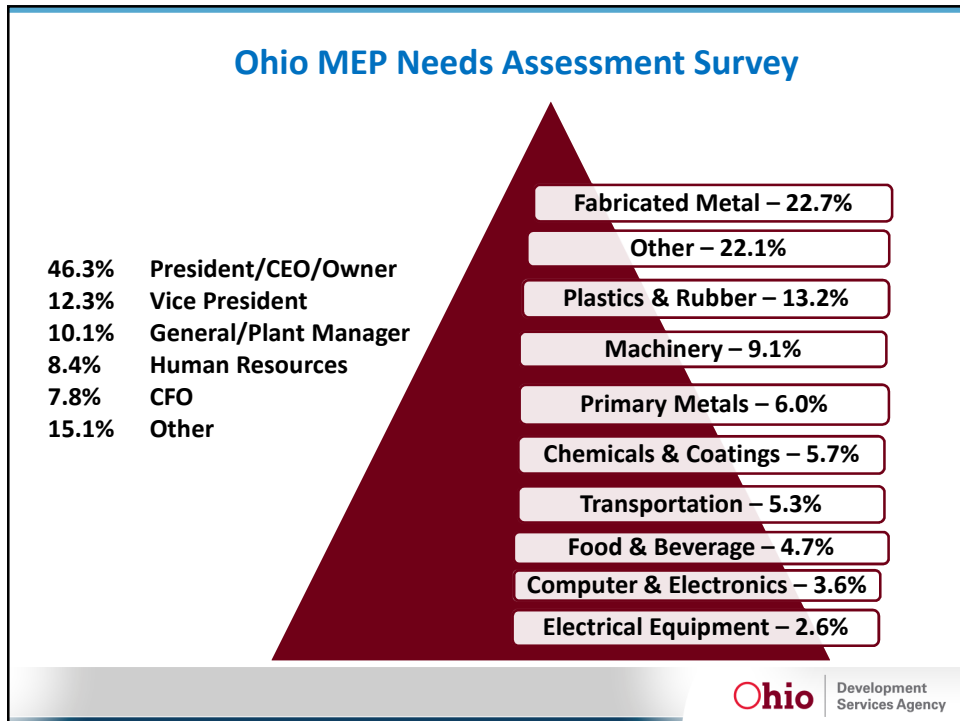
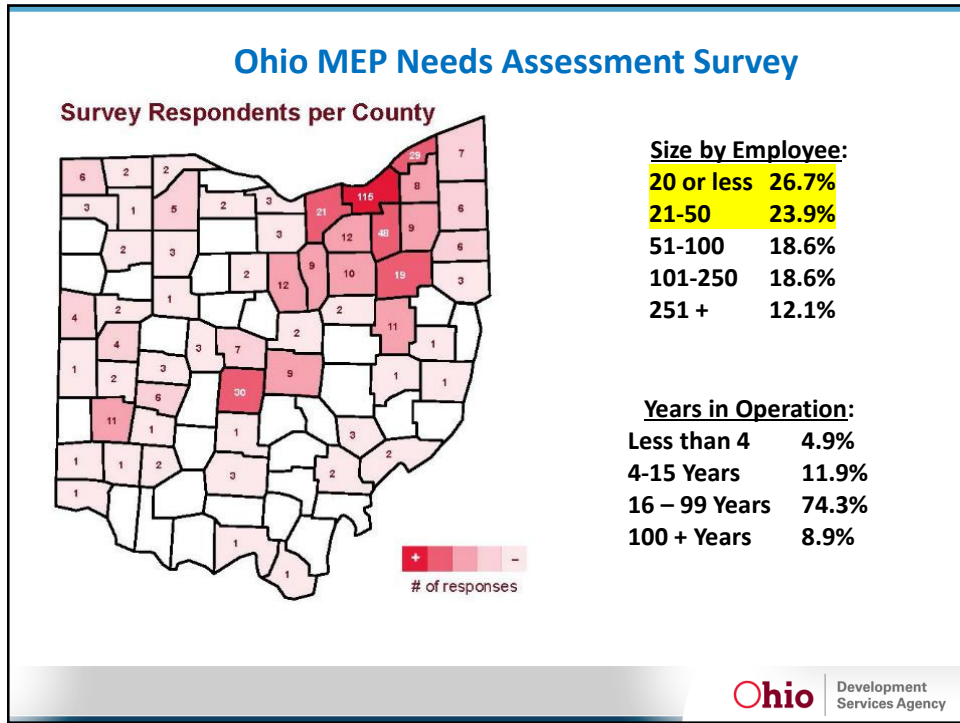
<https://vimeo.com/261192892>

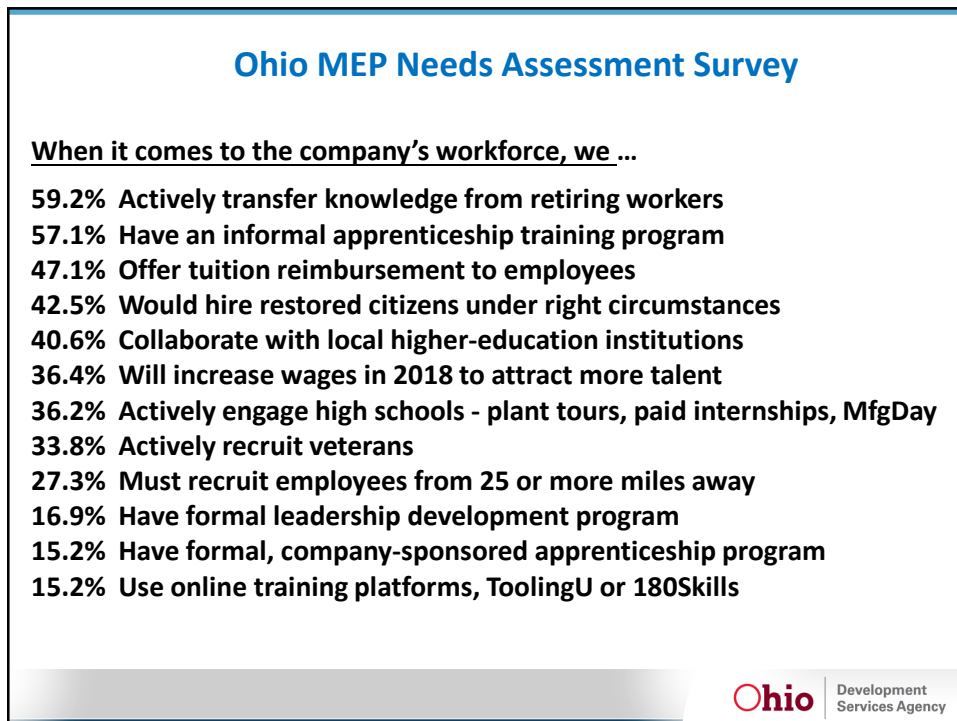
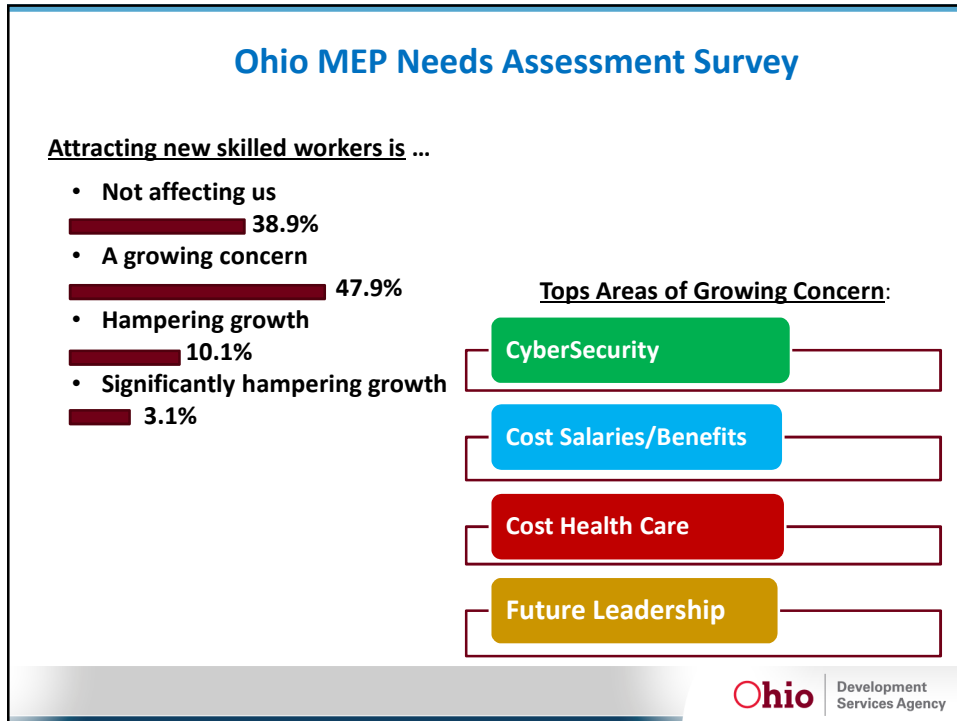
Driving productivity, growth, innovation and global competitiveness for Ohio's manufacturers



Return on Investment \$1 (Federal) Drives \$83 in Client Sales & Investment		2,864 Jobs Created & Retained
FY17 QUICK STATS		
81% Net Promoter Score	\$113 Million in New Client Investments	669 Client Projects
85% Survey Response Rate		Over \$320 Million Sales
		Over \$59 Million Client Cost Savings

**Ohio** | Development Services Agency





## Ohio MEP Needs Assessment Survey

My organization would benefit most from learning about ...

- Recruitment
- Operational Improvements
- Emerging Technologies
- Marketing/Sales
- HR, Culture/Leadership
- Market Diversification
- Talent Planning
- Strategic/Growth Planning

... formal training for our employees:

- Business Management
- OSHA/Safety
- Lean Principles
- Quality Inspection
- Project Management
- Industrial Maintenance
- Lean Six Sigma Green Belt
- Basic CNC Machining
- Supply Chain Management
- Big Data & Predictive Analytics

## Key results . . .

- Ongoing Continuous Improvement
- Identifying Growth Opportunities
- Employee Recruitment & Retention



## BUILDING PARTNERSHIPS

**Ohio Manufacturers' Association** – industry partner to support the needs of manufacturers in Ohio

Workforce - LIFT - Advocacy

**Governor's Office on Workforce Transformation**

In-Demand Jobs Week - Ohio Means Jobs Readiness Seal

**Ohio Talent Development Network**

Connections to education partners with appropriate curriculum

**ApprenticeOhio**

Connections to sponsored apprenticeship programs

Assistance to the manufacturer to stand up new apprenticeships

**Ohio Department of Higher Education**

OhioTechNet - College Credit Plus

Other specialized certificates of study

**Ohio Manufacturing Institute**



## IDENTIFYING PROJECTS

To support the needs of the Ohio manufacturers in -

**Workforce Recruitment & Retention**



We need help from the partners

Change in the mindset from recruitment to *building the future workforce*

- **Must support future manufacturing workforce**
- **Must include a progressive chain of activities**
- **Must become an innovative and engaging career path**

## INTERNSHIPS & APPRENTICESHIPS

<https://www.youtube.com/watch?v=IAxDWWITYeE>

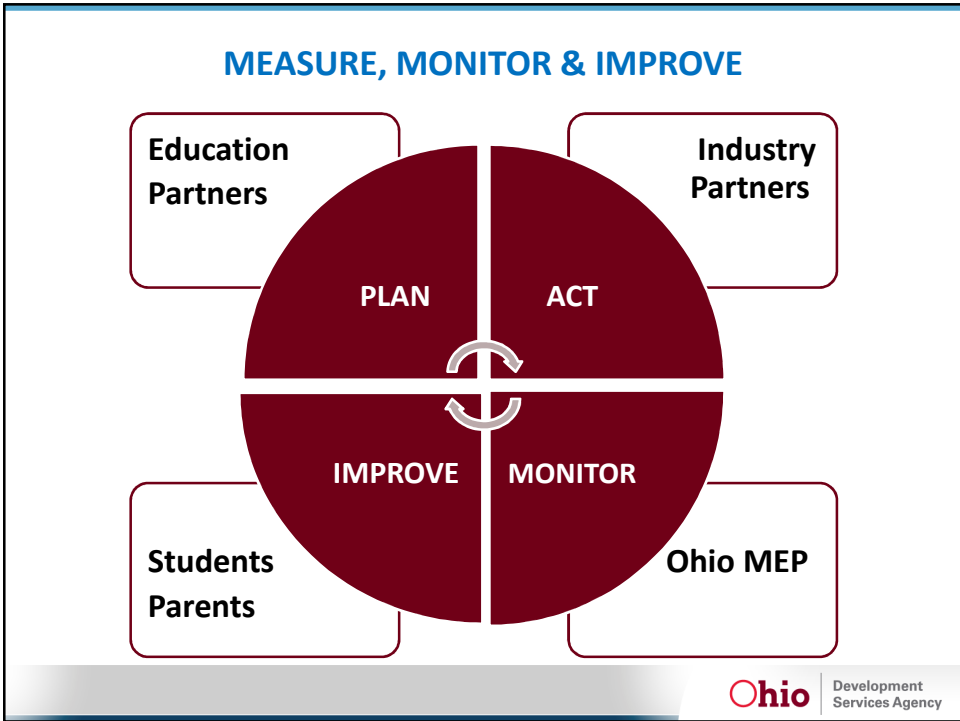
Partners working together to support:

- Building on awareness at an earlier grade level
- Engage parents
- Ohio MEP High School Internship Program
- Pre-apprenticeship programs
- MfgDay
- In-Demand Jobs Week
- College Credit Plus
- Industry Specific Stackable Certificates
- Ohio Sponsored Apprenticeships
- Continuing Professional Development



## CAREER PATH – Future Workforce in Manufacturing







**THANK YOU!**

*Questions?*

**Ohio Manufacturing Extension Partnership**

**Susan Foltz, CBA**

**Phone: 614-752-2587**

**Email: [susan.foltz@development.ohio.gov](mailto:susan.foltz@development.ohio.gov)**

