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 Beaver
 Boardman
 Campbell
 Canfield
 Columbiana
 East Palestine
 Jackson-Milton
 Lowellville
 MCCTC
 Poland
 Rootstown
 Sebring
 Southeast
 South Range
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 West Branch
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 Youngstown City

MAHONING COUNTY EDUCATIONAL SERVICE CENTER

Business Advisory Council Joint Statement: 2020-2021

Mission: To advise, support and empower Mahoning Valley educators in delivering the instruction and experiences students need to develop relevant, in-demand employment skills as part of their academic and technical preparation for college, careers and/or military service.

Membership: The Mahoning Valley Business Advisory Council (BAC) represents schools and districts throughout a four-county region. The council is convened and supported by the Mahoning County Educational Service Center, on behalf of 21 schools and school districts under established service agreements. These school districts and schools include: Austintown Local Schools, Boardman Local School District, Brookfield Local School District, Campbell City School District, Canfield Local School District, East Palestine City School District, Lowellville Local School District, Mahoning County Career and Technical Center & STEM+ME2 Academy, Poland Local School District, Rootstown Local School District, Sebring Local School District, South Range Local School District, Southeast Local School District, Springfield Local School District, Struthers City School District, Valley Virtual Remote Learning Academy, Warren City School District, West Branch Local School District, Western Reserve Local Schools, Windham Exempted Village School District and Youngstown City School District.

Members of the BAC were nominated by officials from represented schools and school districts and appointed by the Mahoning County Educational Service Center Board of Education in January 2018. The membership represents key industry sectors in northeast Ohio, as well as economic development agencies, trades associations, manufacturers and educators.

FY21 Business Advisory Council Members:

Member	Employer	Industry
The Builders Association	Represents more than 150 of the most reputable and successful firms in the construction industry, from Trumbull, Columbiana and	Various: skilled trades, construction, unions, apprenticeships

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	Mahoning Counties in Ohio and Mercer and Lawrence counties in Pennsylvania.	
Ohio Carpenters' Joint Apprenticeship & Training Center	Represents one of the top carpenter apprenticeship programs in the nation. More than 1,500 apprentices are enrolled in their four-year programs, offered at no cost to the apprentice. A joint committee made up of union members and signatory contractors oversee the apprenticeship program.	Various: skilled trades, unions, pre-apprenticeships/apprenticeships, on-the-job training
Junior Achievement of Mahoning Valley	Offers support, curriculum and training materials to prepare K-12 students with the life skills and confidence for student success.	Various: training materials for employability skills, lifeskills, economics, business
Mahoning Valley Manufacturers Coalition	Over 100 members that represent private industry, development organizations, area trade schools	Various: skilled trades, manufacturing, continuing and adult education, builders
Member School Districts	<ul style="list-style-type: none"> • Austintown Local Schools • Boardman Local School District • Brookfield Local School District • Campbell City School District • Canfield Local School District, • East Palestine City School District • Lowellville Local School District • Mahoning County Career and Technical Center & 	K-12 Education

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	Valley STEM+ME2 Academy <ul style="list-style-type: none"> Poland Local School District Rootstown Local School District Sebring Local School District South Range Local School District Southeast Local School District Springfield Local School District Struthers City School District Valley Virtual Learning Warren City School District West Branch Local School District Western Reserve Local Schools Windham Exempted Village School District Youngstown City School District 	
Ohio Means Jobs		
Youngstown Warren Regional Chamber		
Member Continuing Education Partners	<ul style="list-style-type: none"> Eastern Gateway Youngstown State University Kent State University Trumbull, Adult Ed. 	

FY21 Mahoning County ESC Partner District Business Advisory Council Members:

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Member	School District	Title
Dave Cappuzzello	Austintown Local Schools	Superintendent
Tim Saxton	Boardman Local Schools	Superintendent
Toby Gibson	Brookfield Local Schools	Superintendent
Matt Bowen	Campbell City Schools	Superintendent
Joe Knoll	Canfield Local Schools	Superintendent
Chris Neifer	East Palestine City Schools	Superintendent
Geno Thomas	Lowellville Local Schools	Superintendent
John Zehentbauer	Mahoning County CTC	Superintendent
Edwin Holland	Poland Local Schools	Superintendent
Andrew Hawkins	Rootstown Local Schools	Superintendent
Toni Viscounte	Sebring Local Schools	Superintendent
Bethany Carlson	South Range Local Schools	Superintendent
Bob Dunn	Southeast Local Schools	Superintendent
Tom Yazvac	Springfield Local Schools	Superintendent
Pete Pirone	Struthers City Schools	Superintendent
Mara Banfield	Valley STEM+ME2	Superintendent
Jack Zocolo	Valley Virtual Remote Learning Academy	Superintendent
Steve Chairó	Warren City Schools	Superintendent
Micki Egli	West Branch Local Schools	Superintendent
Dallas Saunders	Western Reserve Local Schools	Superintendent
Aireane Curtis	Windham Exempted Village Schools	Superintendent
Justin Jennings	Youngstown City Schools	CEO

Responsibilities: The council shall advise and provide recommendations to the board on matters specified by the board including, but not necessarily limited to, the delineation of employment skills and the development of curriculum to instill these skills; changes in the economy and in the job market, and the types of employment in which future jobs are most likely to be available; and suggestions for developing a working relationship among businesses, labor organizations, and educational personnel.

Delineation of Employment Skills: The Mahoning County Educational Service Center Business Advisory Council (MCEC BAC) will work collaboratively with members of The Builders Association of Eastern Ohio and Western Pennsylvania, Ohio Carpenters' Joint Apprenticeship & Training Center, Junior Achievement of Mahoning Valley, Mahoning Valley Manufacturers' Coalition (MVMC), Ohio Means Jobs, school districts, and the Youngstown Warren Regional Chamber to analyze regional in-demand employment opportunities and the skills that are necessary for successful employment. The MCEC BAC will hold formal and informal discussions with district representatives, the MVMC,

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Builders Association, and Skilled Trades Unions to determine what skills are necessary for employment and make recommendations to superintendents and boards on an as needed basis.

1. *Junior Achievement of Mahoning Valley Virtual College, Career and Trades Conference*

- a. Description: On November 19, 2020, over 7,000 students from 23 schools spanning two Ohio counties will converge virtually to participate in a mega online career event filled with hundreds of local business exhibits providing downloadable career information and exhibitor videos. The virtual event will allow students to interact with guest speakers and ask questions about career opportunities that interest them.
- b. Goal/Expected Outcome: Students will have access to more than 100 local career exhibits sorted by career cluster with downloadable career information and on-the-job videos. The purpose of this event is to diminish the stigma associated with the skilled trades and to become familiar with training requirements, apprenticeships and employment opportunities.

2. *MCESC's Career Counseling Monthly Virtual Career Exploration Field Trips*

- a. Description: These monthly virtual events will bring career exploration to educators and students in the classroom via Zoom. Each month there will be a theme which will highlight a different career. These virtual events will showcase a guest speaker plus photos/videos that give students a visual experience into the profession. Students will have the opportunity to ask the guest speaker about their education, career pathway, job opportunities, salary, etc. Educators and students will have access to a video library to view recorded sessions if they were unable to make the live virtual event.
- b. Goal/Expected Outcome: The goal is to provide students with career exploration into areas that may be of interest to them after graduation and give them exposure to careers that exist in the Mahoning Valley.

Development of a Curriculum to Instill Employment Skills: The Mahoning Valley is projected to have the third highest rate of job growth in Ohio, according to the Ohio Department of Job and Family Services 2016 Job Outlook, with 17,000 jobs available by 2022. The greatest growth is expected in mining, real estate, construction, professional services, administrative waste, education and healthcare. The BAC is committed to

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career exploration and career alignment opportunities that will enable districts to award relevant credentials to students

1. *Pre-Apprenticeship Program*

- a. Description: The MCEC along with The Builders Association of Eastern Ohio and Western Pennsylvania, and the Ohio Carpenters' Joint Apprenticeship and Training Program have partnered to offer a pre-apprenticeship opportunity for students located at their home school. The pre-apprenticeship program will give students a chance to learn various trades while earning industry-recognized credentials and direct entry into an apprenticeship program post-graduation.
- b. Goal/Expected Outcome: The goal is for students to learn about various skilled trades, earn up to 24 industry-recognized credentials so they receive the experience they need to develop relevant, in-demand employment skills.

2. *Career Pathways*

- a. Description: The MCEC will recruit and support five high school pathways teams for a 2 year pilot. These pathway teams will design and prepare to pilot career pathway programs within regionally in-demand fields that allow students to complete one or more experiences: earn industry credentials, complete 120 hours of work-based learning, present a portfolio of learning experiences, document completion of a capstone or culminating experience.
- b. Goal/Expected Outcome: The goal is to increase graduation rates and fill the regional work demands with qualified workers.

Changes in the Economy, Job Market and Future Job Availability: The MCEC BAC will identify essential data elements to study historical and future changes to the economy and job market by working with partners, specifically The Youngstown Warren Regional Chamber. Results of the findings as well as recommendations for local districts will be shared with boards at the All Boards' Meeting in January, 2021.

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Developing Relationships:

1. Collaborative Engagement

- a. Description: The Mahoning County ESC BAC meets monthly with local businesses, agencies, skilled trades, manufacturers and educators to discuss the regionally in-demand job market and how to prepare students to enter the workforce. Partners, listed below, work collaboratively to increase interest in current and projected fields.

The Builders Association:

- Has established comprehensive plan and existing services to support recruitment and training for careers in the skilled trades;
- Supports pre-apprenticeship programs; and
- Collaborates with MCECSC BAC and Career Counselors to stimulate interest in skilled trades careers among young people of eastern Ohio and western Pennsylvania across multiple disciplines, and connect them with available opportunities.

The Ohio Carpenters' Joint Apprenticeship and Training Center:

- Has established a comprehensive plan to support pre-apprenticeship opportunities for students in their home schools;
- Provides Career Connections curriculum for pre-apprenticeship educators; and
- Collaborates with the MCECSC BAC and Career Counselors to stimulate interest in skilled trades apprenticeship programs among young people located in school districts aligned with MCECSC.

The Junior Achievement of Mahoning Valley:

- Offers a variety of programs for K-12 students regarding life skills, financial literacy, employability skills and economics;
- Provides curriculum and activities at no cost to educators and students; and
- Promotes continued student success.

The Ohio State University Extension 4-H and Youth Development Program:

- Offers different programs to young people across America about leadership, citizenship, and life skills through a variety of different projects; plus

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- Teaches young people how to meet their needs for belonging, mastery, independence, and generosity in positive ways; and
- To focus on active involvement and quality experiences which stimulate lifelong learning of values and skills.

The Mahoning Valley Manufacturers Coalition:

- Has established comprehensive plan and existing services to support recruitment and training for careers in advanced manufacturing;
- Coordinates apprenticeships; and
- Is part of the Oh-Penn Manufacturing Collaborative, which has a mission to stimulate interest in manufacturing careers among young people of eastern Ohio and western Pennsylvania across multiple disciplines, and connect them with opportunities available.

The Ohio Means Jobs Center of Columbiana, Mahoning and Trumbull Counties:

- Participates in a strong network that includes public libraries, educational service centers, career technical centers and higher education;
- Provides linkages between employers and job seekers; and
- Manages federal workforce dollars in the region.

The Youngstown-Warren Regional Chamber of Commerce:

- Is the leading provider of regional economic development services;
- Employs an education director whose job duties include outreach and service to area schools; and
- With Ohio Community Connectors grant funding, has initiated mentoring and job placement services for students in Austintown, Warren and Youngstown schools.

The Mahoning County Career and Technical Center:

- Provides diverse and relevant career pathways within the evidence-based career academy model;
- Provides comprehensive adult training and retraining programs; and
- Has business advisory boards for each of its programs, with a combined membership of more than 300 industry and employer representatives.

Engaged institutions of higher education including Eastern Gateway Community College, Kent State University Trumbull, and Youngstown State University.

Meeting Recaps:

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September, 2020

- Junior Achievement & MCEC Virtual Career Fair
 - Focus on careers, soft skills and employability skills
 - Thursday, November 19 - two sessions
 - Information/Save the Date Flyer
 - VFairs Virtual Conference Layout
 - Live Webinars, Exhibitors, Swag Bags, Gamification, Scavenger Hunt
- Mahoning Valley Skilled Trades Expo
 - Postponed to May 2021
 - New website
- Grant Updates
 - Title II Formula Grant - Implement Life Skills in school districts - \$50,000, one year
 - Workforce Opportunities in Rural Communities - \$77,000 per year, 3 years
 - Air Force STEM Grant -
 - Letter of Intent - Submit by early October - \$50M, five years
 - Internship and Pre-apprenticeship Experiences
- Career Counselor Update
 - Lead Career Counselor - Rob Eggleston

October, 2020

- Marketing MVBAC Initiatives
- vFairs Career, College & Trades Fair
 - Thursday, November 19
 - Virtual platform provided by vFairs
 - Exhibitors are needed
 - 10 Live Webinar Sessions
 - Platform available 24/7 for 90 days
- Grant Writer Needed
 - Grant Writer resumes can be emailed to: s.furano@mahoningesc.org
 - Applicants must have experience with local, state and federal grants.
- Grant Updates
 - Title II Formula Grant - Awarded
 - Awarded \$30,607
 - This grant spans grades five through twelve and students between the ages of ten and seventeen years old. This program is to reach youth, especially those who are considered at-risk, at a younger age so that delinquent behavior is prevented and numbers are reduced.
 - Botvin Life Skills Training (LST), an evidence-based substance abuse and violence prevention program for schools, families, and communities, is the program to be implemented throughout seventeen school districts serviced through the MCEC in four different counties, with Mahoning County having the greatest number of serviced districts.

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- Air Force STEM Grant - In Process
 - Possible \$50M grant
 - Currently writing Letter of Intent
 - Provides STEM & Internship and Pre-apprenticeship Experiences
 - Land donated by Mr. Williamson - Approx. 260 acres off Tippecanoe
- Career Counselor Update
 - Impact of the BAC: Culture change in the schools, motivation is on the rise.
 - Strong interest for the virtual career event
 - Career Counseling branching outside the Mahoning Valley
- Q & A - What's Next for the BAC?

November, 2020

- BAC Committee Members attended Junior Achievement Virtual College, Career and Trades event instead of having monthly BAC meeting.

December, 2020

- Update on November's JA Virtual Career Exploration Event
 - Total Registrations - 7,420
 - Attending School Districts - 23
 - Topic Rating - 4.7 out of 5
 - Speaker Rating - 4.7 out of 5
 - No. of Booths - 57
 - Exhibitor Booth Visits - 27,110
- Pre-Apprenticeships
 - Warren, Brookfield, Boardman, West Branch, United, Campbell, East Palestine.
 - Students have chance to complete a full pre-apprenticeship while attending their home school and earn the school district points for their prepared for success score
 - Using Career Connections curriculum, 1-2 periods per day, taught by in-house staff member
 - Course is an introduction into various trades (ie. Carpentry, plumbing, masonry, general construction.)
 - Will be looking for sponsors and donations for startup costs to include safety equipment, materials, tools, etc.
 - First program of this kind in the Northeast Ohio region.
- Virtual Career Exploration Field Trips starting January 2021
 - Starting in January
 - Each month will have a theme
 - Guest Speaker:
 - 30 Minute Sessions
 - Provide photos or video of work environment
 - Activity (optional) using household items
 - Moderator will be provided for Q & A

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- Events will be recorded for districts to access through an online library
- An email was sent to districts this week promoting this event. We have received a lot of Positive Feedback!
- Botvin LifeSkills Training
 - Botvin LifeSkills Training (LST) is a research-validated substance abuse prevention program proven to reduce the risks of alcohol, tobacco, drug abuse, and violence by targeting the major social and psychological factors that promote the initiation of substance use and other risky behaviors.
 - Middle school, high school and parent materials were purchased through the grant
 - A committee has been put together to create a plan of action to train our committee, school staff and students.
- Next Meeting: January 21, 2021

January, 2021

- Air Force STEM Grant
- Virtual Career Exploration Field Trips starting January 2021
 - The theme for February is Medical.
 - We are taking suggestions for monthly themes you think would peak students interest.
 - Do you know of anyone that would be a good speaker and could provide video/photos to highlight their career during their presentation?
- Pre-Apprenticeships
 - Enhances already existing shop programs in our schools
 - Working to build new shop programs from the ground up housed in participating districts.
 - Provides an introduction into various building trades including exploration of construction careers, hands-on experiences, networking with local unions and businesses, and development of employability skills.
 - Working directly with Career Connections as the foundation of the program.
 - Currently working with 11 schools to develop new or enhance existing programs.
 - 2 meetings with the full team, continuing individual meetings with schools to develop their individual programs and work with their instructors.
 - The pre-apprenticeship team will be reaching out to vendors and local businesses for support to help build these programs, support needed will include industry knowledge, materials, and equipment. Please reach out to r.eggleston@mvrkog.org if you would like to help support these exciting programs.
- Items To Think About
 - How do we inform parents of the opportunities their kids have access to?
 - Marketing our initiatives to parents, community, schools, business, etc.
 - RemotEDx Grant –

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- A plan for assisting students in earning qualifying credentials in a remote setting that provides free access to necessary equipment, supplies, hands-on training, videos or simulation equipment for earning the industry credential(s) and uses or complements existing online training and makes it available in the RemotEDx Exchange.
- Next Meeting: February 18, 2021

February, 2021

- Guest Speaker:
 - Kristen Eisenhauer, 4-H Educator with Ohio State Extension
- RemotEDx Grant
 - BAC partnered with MCECSC to meet grant requirements
 - Grant proposal - A plan for assisting students in earning qualifying industry-recognized credentials in a remote, hybrid or blended setting that are enrolled in a pre-apprenticeship program
 - Grant will help fund the Career Connections curriculum, tools, remote toolkits, starter supplies for the lab, etc.
 - Students can earn up to 24 pre-apprenticeship industry-recognized credentials
 - Submitted grant on February 12 for \$150,000
 - Grants will be awarded to participants by March 22
- Junior Achievement Partnership
 - MCECSC has partnered with Junior Achievement of Mahoning Valley to provide JA's Career Exploration programs in MCECSC aligned school districts utilizing Career Counseling services.
 - Remote or in-person programs are available for elementary, middle and high school students.
- Yuja: Virtual Career Exploration Video Library
- Q & A
- Next Meeting: March 18, 2021

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