Skills for Rhode Island’s Future

Developing Strategic Partnerships

NGA Conference • April 9, 2019

Presented by: Nina Pande
Skills for Rhode Island's Future is a nonprofit workforce intermediary dedicated to building talent pipelines. We focus on unemployed or under-employed adults and students (16 – 24 years).

Community Impact • October 2016 – March 2019

- 1145 Direct Hire
- 223 Trained
- 169 Students
- 77 Employers
- $24.4 M Impact
Skills RI prepares job seekers and future talent with the skills and competencies needed to meet the demands of industries and available jobs.

Key Stakeholders
Skills RI Engages

Employers  Government  Schools  Community  Candidates
## Business Services

**Skills RI’s Work**

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<th>Train-to-Hire</th>
<th>Internships</th>
<th>Consulting</th>
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<td>Customize Training Curriculum</td>
<td>Design Programs</td>
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<td>Screen/Assess Candidates for Jobs</td>
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<td>Secure/Leverage Funding</td>
<td>Recruit – Matching Based on Skills/Interests</td>
<td>New Business Cultivation</td>
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<td>High School or College</td>
<td>Project Management</td>
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Workforce Intermediary Role

What Skills RI Brings to Partnerships

Program Design

Employer of Record

Stakeholder Engagement

Marketing

Assess Candidates

Leverage Funding

Single Point of Contact

Project Management
Employer Engagement Approach

**Key Steps**

1. Do your homework
2. Understand employer or business industry challenges
3. Identify internal capacity
4. Identify external stakeholders
5. Map out solutions based ideas
6. Develop project plan
7. Work together on solutions and execution
8. Communicate, communicate and communicate even more

**START WITH BLUEPRINT: WHO · WHAT · WHY · HOW**

- **Employer**
  - C-Level Exec.
  - Exec. Dir.
  - Director

- **Skills RI**
  - Exec. Dir.
  - V.P.

- **Point of Contact**
  - Director
Employer Portfolio
Sample of Skills RI's Employer Partners