



ESC of Eastern Ohio and Business Advisory Council Joint Statement: 2021-2022

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 school districts throughout a three-county region. The council is convened and supported by the Educational Service Center of Eastern Ohio., on behalf of 21 school districts under established service agreements. These school districts include:

- Austintown Local Schools
- Beaver Local Schools
- Boardman Local Schools
- Brookfield Local Schools
- Campbell City Schools
- Canfield Local Schools
- Columbiana Exempted Village Schools
- East Palestine City Schools
- Jackson-Milton Local Schools
- Lowellville Local Schools
- Mahoning County Career & Technical Center
- Poland Local Schools
- Sebring Local Schools
- South Range Local Schools
- Springfield Local Schools
- Struthers City Schools
- United Local Schools
- Valley STEM + ME2 Academy
- Valley Virtual Remote Learning Academy
- Warren City Schools
- Western Reserve Local Schools
- West Branch Local Schools
- Youngstown City Schools

Members of the BAC were nominated by officials from represented schools and school districts and appointed by the Educational Service Center of Eastern Ohio 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.

FY22 Business Advisory Council Members:

Member	Employer	Industry
The Builders Association of Eastern Ohio and Western Pennsylvania	Represents more than 150 of the most reputable and successful firms in the construction industry, from Trumbull, Columbiana and Mahoning Counties in Ohio and Mercer and Lawrence counties in Pennsylvania.	Various: skilled trades, construction, unions, apprenticeships
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, life skills, 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 School District ● Beaver Local School District ● Boardman Local School District ● Brookfield Local School District ● Campbell City School District ● Canfield Local School District ● Columbiana Exempted Village Schools ● East Palestine City School District ● Jackson-Milton Local School District ● Lowellville Local School District ● Mahoning County Career and Technical Center & Valley STEM+ME2 Academy ● Poland Local School District ● Sebring Local School District ● South Range Local School District 	K-12 Education

	<ul style="list-style-type: none"> ● Springfield Local School District ● Struthers City School District ● United Local School District ● Valley Virtual Remote Learning Academy ● Warren City School District ● West Branch Local School District ● Western Reserve Local School District ● Youngstown City School District 	
Ohio Means Jobs	OMJ is Ohio's free, online career counseling center that connects businesses to job seekers and provides career services to all Ohioans.	Various: agency, trained workforce, federal-state-local government programs, employment services
Ultium Cells	Focused on the future of the battery cells transportation industry and its impact on the world, both culturally and environmentally.	Various: Manufacturing, Electricity, Technology
America Makes	Nation's leading and collaborative partner in additive manufacturing (AM) and 3D printing (3DP) technology research, discovery, creation, and innovation.	Various: manufacturing, 3D printing, technology
Member Continuing Education Partners	<ul style="list-style-type: none"> ● Adult Education, Mahoning County Career & Technical Center ● Eastern Gateway ● Kent State Trumbull, Adult Ed. ● Youngstown State University 	Higher Education

FY22 ESC of Eastern Ohio Partner District Business Advisory Council Members:

Member	School District	Title
Dave Cappuzzello	Austintown Local Schools	Superintendent
Eric Lowe	Beaver 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
Don Mook	Columbiana Exempted Village Schools	Superintendent
Chris Neifer	East Palestine City Schools	Superintendent
Kirk Baker	Jackson-Milton Local Schools	Superintendent
Geno Thomas	Lowellville Local Schools	Superintendent
John Zehentbauer	Mahoning County Career & Technical Center	Superintendent
Craig Hockenberry	Poland Local Schools	Superintendent
Toni Viscounte	Sebring Local Schools	Superintendent
Bethany Carlson	South Range 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
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 Educational Service Center of Eastern Ohio Business Advisory Council (ESCEO 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, Ultium Cells, America Makes and school districts to analyze regional in-demand employment opportunities and the skills that are necessary for successful employment. The ESCEO BAC will hold formal and informal discussions with district representatives, the MVMC, 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. ***Mahoning Valley Skilled Trades Expo***

- a. Description: Over 4,200 students from Mahoning, Columbiana, Trumbull, Mercer, and Lawrence county schools will converge to participate in a mega skilled trades event at the Canfield Fairgrounds. This event allows students to see firsthand all of the different trades in the Valley, what they have to offer, and to give students the opportunity to try these skills out in a hands-on way.
- b. Goal/Expected Outcome: Students will have access to over ten skilled trade's experiences. 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. ***Senior Tour - Adult Education, Mahoning County Career & Technical Center***

- a. Description: Senior students from Mahoning, Columbiana, and Trumbull county schools will have the opportunity to tour the Mahoning County Career & Technical Center, Adult Education Center. This event allows students to see the nine to twelve month Career Credential Programs offered at MCCTC, Adult Education Center.
- b. Goal/Expected Outcome: The goal is to provide students with career credential program options that can be completed within one year and include an industry recognized credential. Students will learn about financial aid, job readiness skills, and job placement.

Development of a Curriculum to Instill Employment Skills: The Ohio economy is expected to add 138,000 additional jobs between 2018 and 2028, with an expected 685,000 job openings annually. The greatest growth is expected in technology, manufacturing, construction, professional services, administrative waste, education and healthcare. The BAC is committed to career exploration and career alignment opportunities that will enable districts to award relevant credentials to students

1. ***Building Trades Pre-Apprenticeship Program***

- a. Description: The ESCEO 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. ***Mock Interview Boot Camp for High School Seniors***

- a. Description: The ESCEO Career Counseling Team is collaborating with BAC members to create a Mock Interview Boot Camp for high school seniors. The Mock Interview Boot Camp will be a one-day workshop consisting of a keynote speaker along with breakout sessions focusing on dressing for an interview, company research, social media, background checks, questions to prepare and ask, and a demonstration of a one-on-one and panel mock interview.
- b. Goal/Expected Outcome: The goal is for high school seniors to learn the required skills to carry out an effective job interview. Students will learn how to plan and prepare for an interview, give the right first impression to candidates, know what questions to ask, and

have an opportunity to test out their interview skills with someone who isn't evaluating them for an actual job.

3. **Financial Literacy Course**

- a. Description: The ESCEO Career Counseling Team is collaborating with Junior Achievement of the Mahoning Valley to create a series of financial literacy courses for middle and high school students. Topics include opening a checking/savings account, keeping a ledger, difference between debit and credit, applying for financial aid, establishing credit and investing.
- b. Goal/Expected Outcome: The goal is to increase students' knowledge of finance literacy by giving them the tools they need to manage their personal finances in the real world.

Changes in the Economy, Job Market and Future Job Availability: The ESCEO BAC will identify essential data elements to study historical and future changes to the economy and job market by working with BAC partners. Results of the findings as well as recommendations for local districts will be shared with boards at the All Boards' Meeting in April, 2022.

Developing Relationships:

1. **Collaborative Engagement**

- a. Description: The ESCEO 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 ESCEO BAC and Career Counselors to stimulate interest in the skilled trades 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 ESCEO BAC and Career Counselors to stimulate interest in skilled trades apprenticeship programs among young people located in school districts aligned with ESCEO.

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 America Makes:

- Offers K12 programs in advanced manufacturing and 3D printing;
- Project-based curriculum and activities at no cost to educators and students; and
- Promotes continued student success through STEM education

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
- 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 available job opportunities.

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 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 include:

- Adult Education, Mahoning County Career & Technical Center
- Eastern Gateway Community College
- Kent State University Trumbull
- Youngstown State University.

Meeting Recaps:

August, 2021

- Guest Speakers
 - Josh Cramer – America Makes
 - Chris Allen – Ultium Cells
- Discussed Upcoming Skilled Trades Expo Event
 - September 22 & 23, 2021 @ Canfield Fairgrounds
 - Grades 7-12
 - Invite school districts from Mahoning, Columbiana, Trumbull, Mercer, and Portage counties
 - Planned School Counselor Kick-off Breakfast
- Discussed Upcoming Adult Career Center, MCCTC Senior Tour
 - October 26 & 28, 2021
 - Students will have the opportunity to learn about the career courses offered through MCCTC Adult Education Department, along with learning about financial aid, FAFSA, and services offered through Ohio Means Jobs
- Career Counseling Update
 - 20 school districts serviced this school year
 - Continuing monthly virtual exploration series
 - Partnership with Junior Achievement for MS exploration
 - Pre-apprenticeship courses starting up
 - Looking for businesses wanting to take part in job shadowing and exploration experiences
 - New addition to our team, Heather Jackson.

September, 2021

- Guest Speakers
 - John Ruble – Achieve Your Dreams
- Discussed Upcoming Skilled Trades Expo Event
 - September 22 & 23, 2021 @ Canfield Fairgrounds
 - Grades 7-12
 - Invite school districts from Mahoning, Columbiana, Trumbull, Mercer, and Portage counties
 - Planned School Counselor Kick-off Breakfast
- Career Counseling Update
 - Continued meetings with partnering schools on senior data, graduation, and 2021-2022 plans
 - Pitzulo Homes inviting students interested in the building trades to tour an active jobsite Sept 23 and 25
 - Planned meetings with Junior Achievement, MCCTC, and America Makes to increase our offerings to the districts and options post-graduation
 - Career Counseling continues to expand beyond Northeast Ohio school districts
 - Skilled trades pre-apprenticeships are up and running, over 500 9-12 grade participants from 10 schools
- Partner with Junior Achievement on Financial Literacy Program
 - Meeting on October 8, 2021
 - Goal is to create a financial literacy program that ensure students have the knowledge to make real world decision regarding their short and long term financial goals

- Created a Mock Interview Subcommittee
- Grant Discussions

October, 2021

- BAC Subcommittees
 - Mock Interview
 - Ohio S.B. 1 will guarantee that every public high school student entering 9th grade after July 1, 2022 will have to pass a semester of personal finance class to graduate
 - Financial Literacy
- Skilled Trades Expo Event Updates
- Career Counseling Update
 - Current primary focuses in the school districts
 - Identifying and setting plans for at-risk students
 - Setting up career exploration courses
 - Initial student meetings to discuss pathways
 - Maintenance of current offerings.
 - Student recruitment for MCCTC Adult Learning Expo
 - Team is taking part in developing financial literacy programs, interview skills sessions, and working on grants to enhance our programming.
- Grant Updates
 - Ohio Dept. of Youth Services:
 - Awarded: \$55,000
 - Grant: Implement programs, services, and systems improvement activities that reduce the likelihood that youths will engage in delinquent behavior that leads to arrest or contact with the juvenile justice system.
 - Innovative Workforce Incentive Program (IWIP):
 - Submitted Amount: \$256,000
 - Grant: Targets segments of the economy that have been identified as high-growth, in-demand fields including information technology and cyber security, advanced manufacturing, construction, engineering and the skilled trades. To ensure Ohio meets the workforce needs, the program incentives are designed to expand student access, implement industry-recognized credentials, and provide new opportunities for the next generation of the workforce.
- Discussed America Makes K12 Curriculum for Additive Manufacturing and 3D Printing

November, 2021

- Thank You Adult Education, MCCTC Senior Tour
 - Over 80 students participated
 - Students viewed real world scenarios
 - Engaged in hands-on events
 - Sessions with MCTA, financial aid, and student services
- Job Shadow Contacts
- Parent Outreach

January, 2022

- BAC Hosted at BRITE Energy Innovators in Warren, OH
- Discussed Upcoming BAC Meeting Hosting Locations
- Mock Interview Senior Boot Camp Event

- April 26 & April 27 from 9a-1p
- MCCTC, Joyce Brooks Center
- Workshop Agenda
 - Kick-Off: Keynote Speaker
 - Breakout Sessions:
 - Dressing for the Job/Interview
 - How to Answer Interview Questions/Questions to Ask
 - Social Media/Background Checks/Drug Screens
 - How to Explore Job Opportunities
 - Wrap Up:
 - Demo: One-on-One and Panel Interviews
- BAC/ESCE Partnerships “In the Works”
 - YSU Center for Workforce Development
 - Skills Accelerator Courses
 - YSU Excellence Training Center
 - The ETC is a one-of-a-kind workforce-education, innovation and research center focused on advanced manufacturing. Career pathways will include traditional and non-traditional certifications and industry recognized credentials offered in a wide range of areas such as manual and CNC machining, industrial maintenance, robotics, automation and additive manufacturing.
- America Makes Kick-Off Event
 - February 2022 at America Makes in Youngstown
 - America Makes and the ESC’s Career Counselor Team will be hosting an Additive Manufacturing/3D Printing event
 - The event will give our local school districts an opportunity to view America Makes Additive Manufacturing curriculum, project kits, project-based learning initiatives, and online learning system
 - Our goal is for 3-5 school districts to begin piloting the Additive Manufacturing & 3D printing curriculum into their school districts starting in the spring