

ACCOMPLISHING SHARED OBJECTIVES THROUGH REGIONAL COLLABORATION



Improving the Entrepreneurial Ecosystem Through Business-Driven Solutions

- Workforce Development + Recruitment
- Pro-Business Advocacy + Community Engagement
- Business Growth + Acceleration Programs

PROGRAM OVERVIEW



Business-Driven Needs Assessment + Solutioning



- Industry Cluster Needs Assessment
- Business-Edu Connections

Business Acceleration + Incubation



- Continuous Improvement Consulting
- Business / Financial Model Assessment
- Peer + Mentor Network
- Business Skills Training
- Incubation Pilot Program

Workforce Development + Recruitment



- Apprenticeship Program
- Hiring Fairs

Advocacy + Community Participation



- Legislative Awareness, Participation + Training

- Industry-driven Curriculum Assessment
- Industry Cluster Executive Alliances



Existing Programs

Future Programs

PROGRAMMATIC PARTNERSHIP: BUSINESS-DRIVEN NEEDS ASSESSMENT + SOLUTIONING



Industry Cluster Needs Assessment

- **Cluster Team Formation; Realigned to National Designations** ★
 - Hospitality + Tourism, Real Estate & Development, Maritime + Boating, Professional Services/Banking/Insurance, Healthcare, Manufacturing, Public Sector & Utilities
- Host Cluster Focus Groups + Strategy Sessions
- **Industry Cluster *Executive Alliance Groups*** ★
- **Business-Driven Curriculum Assessment** ★
 - Drives WIOA + Perkins Funding

Industry-Driven Program Development

- Development of new and reevaluation of existing programs through collaboration with governance committee + program directorship
- Business-driven programs developed through **direct feedback** from businesses and industry leaders



Future Programs

PROGRAMMATIC PARTNERSHIP: BUSINESS ACCELERATION + INCUBATION



Business Model Assessment	Mentor + Peer Network	Business Skills Training	Incubation Pilot Program
• Continuous Improvement Consulting + Coaching • Growth Strategy + Innovation Sessions ★	• Development of an entrepreneurial and subject matter expert (SME) network ★ • SCORE Chapter ★ • Connections with Chamber Member Businesses ★	• Workshops + Seminars through the Training Academy • Access to Chamber Member Exclusive Leadership + Educational Events	• Pilot a program to ‘grow’ local entrepreneurs ★ • Business Plan Review • Facilitation of Business Pitch Contest • Incubation Services • Funding Opportunities



Future Programs

PROGRAMMATIC PARTNERSHIP: WORKFORCE DEVELOPMENT + RECRUITMENT



Training + Development

- Apprenticeship Development (Youth + Adult)
 - **Expand to Virtual School, Home Schools Students, + Private Schools** ★
- **Training Academy**
 - Partner programs (ATN, Continuous Improvement)
 - *Gateway to Great Customer Service* Level 201 + above ★
 - Virtual Reality Life Skills Program
 - **Young CEOs Program** + Other Leadership / Entrepreneurial Development Programs (**financial literacy**)

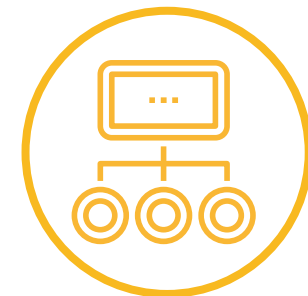
Workforce Recruitment

- **Handshake Program Promotion**
- **Prison Re-entry Work Camp Placement** ★
- **Ministerial Recruiting Taskforce** ★
- **Job Fairs**
 - High School Seniors Not on a College Pathway
 - Veterans ★
 - Disabled Workers ★
 - Displaced/Underemployed ★
 - Retirees + Senior Citizens



Future Programs

PROGRAMMATIC PARTNERSHIP: PRO-BUSINESS ADVOCACY + COMMUNITY PARTICIPATION



Pro-Business Advocacy

- Legislative Survey + 5-Chamber Coalition Business Agenda
- Program + Issue Advocacy
 - **Workforce Housing (ALDOC release options)** ★
 - Support of Improved Infrastructure
 - **Workforce Transportation (BRATS token program)** ★
 - **Affordable / Alternative Childcare** ★
 - Workforce Development / Education
- Local Engagement Effecting Business Needs

Community Awareness + Participation

- Legislative Research + Communications
- **Communication of Gateway Accomplishments + Community Needs to Elected Officials** ★
- Member + Investor Notifications
 - Election-related Information
 - State / Federal Regulation Updates
- Events + In-person Training, Workshops + Seminars ★
 - Elected Official Reception
 - How to Run for Public Office



Future Programs