



## LANE WORKFORCE PARTNERSHIP EXECUTIVE BOARD MEETING

Thursday, March 16, 2023

11:30am – 1:00pm

Meeting being held in-person and via the Zoom platform

In-Person: 1401 Willamette Street, Eugene (2<sup>nd</sup> Floor, Eugene Chamber Building, LWP Office)

Zoom: <https://us02web.zoom.us/j/88338244538>

### AGENDA

*Mission: To Meet the Workforce Needs of Employers and Individuals  
Through Partnerships and Innovation*

- I. CALL TO ORDER AND INTRODUCTIONS/*Jennifer Adams*
- II. PUBLIC COMMENT – *In accordance with Lane Workforce Partnership’s Public Comment Policy: Speakers will be taken in the order in which they sign up and will be limited to three minutes per public comment.*
- III. CONSENT CALENDAR
  - *Minutes of the January 19, 2023 Executive Board Meeting/ Action* Pages 1 - 3
- IV. EXECUTIVE DIRECTOR PERFORMANCE CHECK-IN/*Information* Page 4  
*Jennifer Adams, Board Chair*
- V. LWP CONTRACT TRANSITION/*Information* Pages 5 - 22  
*Tiffany Cink, Lane Workforce Partnership*
- VI. EXECUTIVE DIRECTOR’S REPORT/*Information* Pages 23 - 29  
*Ashley Espinoza, Lane Workforce Partnership*
- VII. EXECUTIVE BOARD MEMBER UPDATES/*Information*
- VIII. OTHER BUSINESS
- IX. ADJOURNMENT

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**LANE WORKFORCE EXECUTIVE BOARD MEETING**

**Thursday, January 19, 2023**

**11:30am – 1:00pm**

**MINUTES**

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**In Attendance:** Jennifer Adams, Stan Pickett, Shondra Holliday, Solomon Harris, Heather Buch, Mike Clark, Greg Ervin, Michelle Webber  
**Staff:** Ashley Espinoza, Tiffany Cink, Anne Nestell, Stephanie Lovell  
**Others:** Sara Hummel, Nadia Costa

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<b>Action Summary</b>	<b>Motion</b>	<b>Seconded</b>	<b>Status</b>
Approved Executive Board Meeting Minutes: September 15, 2022 and October 22, 2022	Mike Clark	Shondra Holliday	Approved

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I. CALL TO ORDER

Jennifer Adams called the meeting to order.

II. PUBLIC COMMENT – *In accordance with Lane Workforce Partnership’s Public Comment Policy: Speakers will be taken in the order in which they sign up and will be limited to three minutes per public comment.*

There was no public comment.

III. CONSENT CALENDAR

Mike Clark made a motion to approve the September 15, 2022 and October 22, 2022 Executive Board meeting minutes. Shondra Holliday seconded and the motion was approved. Heather Buch and Michelle Webber abstained as they were not members of the Executive Board at the time of the September 15, 2022 and October 22, 2022 meetings.

IV. 2021 – 2022 ANNUAL FINANCIAL REPORT

Sara Hummel and Nadia Costa from Jones & Roth presented the financial audit to Executive Board members. Per LWP Board by-laws, staff left the meeting during the presentation.

Once the group reconvened, Jennifer Adams noted that Sara Hummel had expressed that LWP had done a wonderful job with the audit and making sure that LWP was in compliance throughout the year. The board expressed their appreciation to the LWP staff.

## V. EXECUTIVE DIRECTOR REPORT

Ashley Espinoza shared some recent highlights.

- Our most recent full board meeting was held on December 8<sup>th</sup> followed by a Winter Social. Onward Eugene co-hosted the Winter Social with us. During the Winter Social, we recognized Shondra Holliday and Tony Scurto for their years of service on the LWP Board. We also recognized John Stapleton with Pivot Architecture for his contributions as an incredible business champion.
- The 2022 State of the Workforce Report has been published and is being shared widely. And for the first time, we also published the report in Spanish.

Solomon Harris asked about manufacturing and if it is too small to have its own sector. Ms. Espinoza provided some background around this. We started with advanced manufacturing back in 2016 but it was so large that it was hard to wrap our arms around. That is when we segmented the sector to wood products since there were active champions and industry support and followed that up with food and beverage manufacturing.

Stan Pickett noted that the manufacturing industry was so big and there was more interest and involvement from the wood products industry so it went in that direction. At the time, there were not industry champions to bring along the other side of the manufacturing. As we move forward, we need to keep manufacturing on our radar as it will start to play a larger role as more manufacturing comes back to the US from overseas.

- SOWIB (Southern Oregon Workforce Investment Board), Rogue Workforce Partnership, and LWP were awarded a \$3.4M grant from the Department of Commerce, EDA Good Jobs Challenge. This funding is to activate our Transportation Sector Partnerships to train and hire 325 CDL truck drivers across our three regions. To help manage this contract, and additional contracts, we have hired Ryan Kounovsky, former Chief of Staff of recently retired State Representative, Jeff Reardon.
- We created a dashboard to show our investments for the first round of Future Ready Oregon (FRO) funding. The dashboard as well as a summary of the projects are available on our website. These projects need to be completed by June 2023. The second allocation of FRO funding through ARPA and Workforce Benefits Navigator funding will be released early to mid-2023.
- We have engaged Employ Prince George, a nationally recognized and award-winning workforce board from Maryland, to facilitate a board engagement design and implementation plan for LWP. LWP staff interviews have started and board members and partner interviews will take place January/February. The team from Employ Prince George will be coming in May to conduct staff and board training.
- LWP and BOLI's Apprenticeship and Training Division held a joint meeting to share information regarding the last round of funding through FRO – to create and expand pre-apprenticeship and apprenticeship programs. Several partners attended including: LCC, Lane ESD, Connected Lane County, Local Training Agent, and Homes for Good. There are potential projects we can apply to for funding.
- LWP hosted an Oregon Legislative meet and great and introduction to our work at the end of December. The legislative session starts January 17<sup>th</sup>.

- Workforce development areas of attention and focus this calendar year:
  - Recession
  - Labor demand and trends
  - Attitudes and beliefs about work
  - Social and systemic barriers, challenges, opportunities
  - Training facilities and trainers
  - Employer expectations, needs, and engagement
  - Reporting, data, outcomes
  - Rules, policies, regulations
  - Occupational segregation
  - Capacity, including technology adoption and integration

#### VI. HECC/OWI FINAL MONITORING REPORT

Tiffany Cink summarized the HECC/OWI final monitoring report. Oregon's Higher Education Coordinating Commission, Office of Workforce Investments (HECC-OWI) conducted its annual monitoring review of Lane Workforce Partnership at the end of September 2022. The final report cites no observations and no findings.

#### VII. OTHER BUSINESS

No other business was noted.

#### VIII. ADJOURNMENT

Shondra Holliday adjourned the meeting.

## BUSINESS SERVICES CONTRACT TRANSITION

### BACKGROUND

Under the Workforce Innovation and Opportunity Act (WIOA), businesses are prioritized as a primary customer of the workforce service delivery system. Beginning in 2015, Lane Workforce Partnership (LWP) launched the first Lane County Industry Sector Partnership in the technology industry. The Technology Industry Sector Partnership proved to be very successful and the concept, using the Next Generation Sector Partnership model, has been become the foundation for all of the Sector Partnerships in Lane County.

In fiscal year 2021-2022, LWP began a contractual relationship with Onward Eugene primarily to “champion the on-the-job training program by working to expand the number of Lane County Businesses actively participating in the program and employing trainees”. This work was done by Nicole Desch with oversight from Matt Sayre. After Ashley’s transition to Executive Director, LWP decided to expand the contract with Onward Eugene for 2022-2023 to include:

- Leadership to Lane County’s Industry Sector Partnerships
- Connecting the Workforce with Industry Opportunities (work by Nicole Desch), and
- Business Support and Other Reporting

In the current fiscal year, 2022-2023, with the expanded scope of work, the business services work completed by Matt, Nicole and Caitlin Vargas has been exemplary with monthly program reports demonstrating their value to LWP and all Lane County businesses. (See attached January 2023 Report)

### DISCUSSION

In mid-February 2023, Matt reached out to Ashley to discuss changes the Eugene Chamber of Commerce's executive committee was implementing that would directly affect the operations of Onward Eugene. Matt reported that the active Board of Directors of Onward Eugene was being unseated on February 28th, so that new bylaws and a new governance model could be installed by the Eugene Chamber executive committee. Matt was very concerned that these changes were not in the best interest of Onward Eugene as an organization, economic development as a professional practice, and the broader community as a whole. These concerns led to his resignation from the organization effective March 10, 2023 with both Nicole and Caitlin following suit.

Matt’s initial conversations with Ashley and Tiffany included his understanding that the Business Services work being done under contract with LWP was vital to the mission, vision and goals of LWP. Matt is also committed to greater economic prosperity for all of Lane County.

To that end, Matt has established Collaborative Economic Development Oregon, an Oregon Public Benefit Corporation, soon to be a tax-exempt 501(c)3 organization dedicated to:

*“Lead(ing) inclusive regional economic development initiatives and programs primarily in Lane County through targeted business recruitment, entrepreneurial support, workforce development, business expansion, regional marketing, strategic innovative projects and the formation of effective public/private partnerships.”*

Based on this commitment and the team of subject matter experts: Matt Sayre, Nicole Desch and Caitlin Vargas, LWP will contract with Collaborative Economic Development Oregon until June 30, 2023 for the same Business Services that were in the previous Onward Eugene Business Services Contract. The Onward Eugene Business Services Contract has been terminated effective April 7, 2023.

See attached:

- Termination Letter dated March 8, 2023 provided to Brittany Quick-Warner, Eugene Chamber of Commerce President and CEO



March 8, 2023

Onward Eugene  
1401 Willamette Street  
Eugene, OR 97401

Dear Matt,

In accordance with Section 9 of our Business Services Contract #31169, this letter is Lane Workforce Partnership's (LWP) 30-day notice of Early Termination. The contract will end Friday, April 7, 2023. No expenditures after April 7, 2023 will be reimbursed.

A final invoice and program report must be submitted no later than Monday, May 22, 2023. As LWP advanced 50% of the Contract Funds upon execution, any balance remaining must be returned via check no later than May 22, 2023. In accordance with Attachment B, Section 1 of Contract #31169, "Only allocable and allowable costs paid out by the CONTRACTOR, which are based on benefit received associated with the activities and services delineated in Attachment A shall be reimbursed to the CONTRACTOR."

Under the Workforce Innovation and Opportunity Act (WIOA), businesses are prioritized as a primary customer of the workforce service delivery system. LWP in agreement with the Lane Workforce Board and Lane Workforce Council decided to service businesses directly through the "Business Services" model detailed in our Contract #31169. The critical functions of this model have been accomplished by subject matter experts including Matt Sayre, Nicole Desch and Caitlyn Vargas.

LWP was notified that effective March 15, 2023, Matt, Nicole and Caitlyn will no longer be a part of Onward Eugene which prompted this letter and the early termination of our contract.

LWP is committed to the Business Services model and endeavors to seamlessly continue the work. In the normal course of business, relationships are constantly changing and we look forward to the future.

LWP also recognizes that the Eugene Chamber of Commerce played an important role in supporting Onward Eugene. While we anticipate differences of opinion about our business decision to terminate the existing contract, LWP continues to support the fantastic work the Chamber does on behalf of businesses in the Greater Eugene area.

Please don't hesitate to reach out with any specific questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Ashley Espinoza".

Ashley Espinoza  
Executive Director

CC: Brittany Quick-Warner, Eugene Chamber of Commerce

# Onward Eugene – Lane Workforce Partnership’s Formal Business Provider

Strengthening Lane County’s Labor Force and Economic Development

**Reporting Period:** January 2023

**Submittal Date:** 2/21/22

**Submitted By:** Nicole Desch

## Monthly Program Reporting:

(Please complete all sections. If there is no new information to report, please indicate.)

### 1: Provision of Leadership to Lane County’s Industry Sector Partnership

Summarize this month’s progress in convening and collaborating with businesses and Lane County’s Sector Strategy Leads, including efforts to launch additional sector partnerships in Lane County.

*In Lane County, our identified industry sectors are: Technology, Food and Beverage Manufacturing, Construction-Aggregate, Wood Products, Transportation, BioScience, and now Childcare.*

#### Sector Partnerships:

*Sector Partnership:* Transportation (CDL Driver focus)

*NAICS Codes:* 484110, 484121, 484122, 484220, 484230, 562119

*Backbone/Strategist:* Lyle Lang/Billy Dover/Nicole Desch

*Goals and Priorities of the Sector:* Outreach to C-Suite and management level to let them know about grant opportunities as well as ongoing resources for training. Utilize the Eugene Chamber & Onward Eugene networks to connect with business leadership and create marketing to capture attention.

Planned and Emerging Sector Partnerships:

*Sector Partnerships:* Oregon Bioscience Association (Biosciences)

*NAICS Codes:* 541714, 54715, 325412, 325199, 325411

*Backbone/Strategist:* Matt/Caitlin/Nicole

*Goals and Priorities of the Sector:* Grow the number of jobs and businesses in the bio sciences in Lane County. Increase visibility outside of the region for the resources that Lane County has to offer, and recruit businesses that would be a good fit for our area.

*Sector Partnership:* Transportation (CDL Driver focus)

*NAICS Codes:* 484110, 484121, 484122, 484220, 484230, 562119

*Backbone/Strategist:* Lyle Lang/Billy Dover/Nicole Desch

*Goals and Priorities of the Sector:* Outreach to C-Suite and management level to let them know about grant opportunities as well as ongoing resources for training. Utilize the Eugene Chamber & Onward Eugene networks to connect with business leadership and create marketing to capture attention. Work with SOWIB to support the training opportunities for Lane County through the Driving Prosperity grant.

*Sector Partnership:* Childcare

*NAICS Codes:* 6244, All

*Backbone/Strategist:* Holly Mar-Conte

*Goals and Priorities of the Sector:* Address the lack of accessible, affordable child care in Lane County which has long plagued families and employers, especially in the wake of the pandemic.

Provide measurable results or benefits of each Sector Partnership:



On December 1st we celebrated one year of local partnership with the Oregon Bioscience Association, anchored in a shared interest to boost the emerging bioscience industry. The anniversary included a recognition of three key accomplishments of that partnership in its first year:

1. Career Tours – together we slowed the brain drain, retaining workforce talent by highlighting exciting local employment opportunities.
2. Plug-in to Eugene – together we brought together and highlighted local resources for startups and existing businesses in our local ecosystem.
3. Helped re-establish an Oregon pavilion at the Bio International event, which hadn't happened in over a decade.

In January, Holly Mar-Conte, child care sector strategist, launched an Employer Child Care Survey to understand and develop a baseline of child care benefits offered by employers, continued working with child care providers and partners to develop proposals for the Seeding Justice Child Care Capacity Building Fund grant opportunity, engaged in discussions with local employers about child care and onsite facility space, and began developing a grant proposal to support an early childhood education apprenticeship program.

What are current challenges/opportunities for each Sector Partnership:

Childcare - Challenges remain the same. Workforce issues, including recruitment and retention, are particularly urgent. Child care providers with open teacher positions are not able to enroll at full capacity, which impacts revenue and sustainability. Challenges related to facility space - availability, affordability, and planning/zoning requirements and obstacles are also a priority.

Biosciences: Limited wet lab space available, access to qualified talent, lack of visibility of local industry, and limited commercial building space for companies is an issue.

Local leaders have raised the question about how the broader community can fully realize the economic opportunity being accelerated by the billion-dollar investment in the University of Oregon's Phil and Penny Knight Campus for Accelerating Scientific Impact. Many have also asked, how can we help newly created bioscience startup companies grow locally and how do we retain those high paying jobs when they do?" said Matt Sayre, managing director at Onward Eugene. "The answer is that we will all do it together. Onward Eugene is thrilled to partner with Oregon Bio and collectively, help advance economic prosperity in our community."

Transportation: Lack of qualified workforce to fill available job openings, limited training options in the area to provide necessary training to obtain a CDL, are the primary challenges.

Highlight how resources are being leveraged among private and public partners to support implementation of Sector Partnership(s):

On December 1st, Onward supported and partnered with the Oregon Bioscience Association to host 'Bio in the Valley' at the University of Oregon Knight Campus. The stated mission of University of Oregon's Phil and Penny Knight Campus for Accelerating Scientific Impact is straightforward and powerful: Science advancing society. At the event, the community visited with Knight Campus leaders and researchers who are developing a hub where innovative research and discovery are thriving, plus we learned about exciting plans for future expansion. After the program, the community networked with bio-colleagues from industry on the terrace.

On December 7th, all of the Sector Strategist convened to information share, discuss ways the sectors could help one another, share insights, and learn about new funding opportunities. Attendees: Lupe, Sally, Jesse, Matt, Lyle, Shelly, Julie, Ashley, Stan, Eric, Mitra

We have finalized a partnership between Onward and Child Care Resource and Referral (CCR&Rs) agencies across the state to develop and launch a local media campaign that could scale statewide. The media campaign will highlight the importance of early care and education, the role of CCR&Rs and career opportunities in the field. The CCR&Rs have pooled resources that will fund the campaign, the child care sector strategist has capacity to lead the development and launch. The Seeding Justice grant could also be a funding source for the sector strategist position.

We continue to move the conversation forward with the Transportation Sector about the resources needed to impact training availability. Nicole, Cindy, Lyle & Deanna met to discuss the idea of a traveling trainer to reach more rural areas that have a void of training opportunities for CDL drivers. Finding someone to be the traveling trainer is currently the issue, but as we engage more with this sector we hope to find a suitable candidate.

Highlight for each Backbone/Strategist their Role, Responsibilities and/or Accomplishments:

Provide summary of next steps for each Backbone/Strategist:

	Sector Name	# of Businesses Engaged - from last reporting period	# of Additional Businesses Engaged this reporting period	Total # of Businesses Engaged
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1	Tech	117	1 Bolt Data	118 Businesses
2	Food and Beverage Manufacturing	85	No new info to share out this month	85 Businesses
3	Construction - Aggregate	10	10 at Construction Agg Meeting	20 Businesses
4	Wood Products	NA	NA	NA
5	Transportation	23	Onward met with Southwest Airlines reps at EUG airport.	24
6	Bioscience	100	1 Thermo Fisher site visit	101 Businesses
7	Childcare	19	Partners engaged in child care discussions: 25	44

## 2: General Business Support and Tasks

Highlight any connections, coordinated/collaborative efforts with:

- Executive Leadership Team:
- Lane Economic Development Committee: Holly presented to the Committee
- Lane County Community Collaborative: Nicole, Holly and Caitlin attended for January 2023

Describe efforts and results in the development of the Lay-off Aversion Service Strategy Plan which is being created in partnership with LWP staff:

Nicole has been working with Cindy on a shared document outlining possible resources to strengthen businesses, and provide additional revenue streams. We are also working on resources that would be helpful in situations where layoffs have occurred. This work restarted in January after being paused during the writing of the State of the Workforce Report. Cindy will also be bringing together a local Rapid Response Leadership team for Lane County, and reviewing our Strategy will also be an area of focus. Nicole will be on this Leadership team as well.

Please describe Onward's contribution to the State of the Workforce Report which is being developed in partnership with LWP staff:

Onward's support of the State of the Workforce Report wrapped up at the end of October, as the report went to press. Since that time Onward actively promotes and utilizes the data and insights provided by the report at industry meetings.

Summarize Onward's efforts to provide leadership engagement of business' towards customized and incumbent worker trainings and applications. Describe how business' projects are aligned with the goals of Industry Sector Partnerships:

Onward was energized by the restarting of the Construction-Aggregate Sector on January 18th. Matt did a great job facilitating the conversation and coming up with a list of 5 priorities. The group will be meeting again February 15.

In December Nicole reached out to all of those who were recipients of the Prosperity 10,000 Industry-Wide grants from LWP to see how Onward could best support each grant recipient. We are helping to market and promote Eugen's Table Growing People courses, and we shared out a survey that Springfield Chamber was looking for business feedback on. In February Onward will share the TAO four upcoming workshops. We also reached out to Lane ESD and OMEP to see how we could best support them, but have not yet received a response.

Summarize talent retention/leadership training opportunities provided to businesses for incumbent workers:

Thanks to a Prosperity 10,000 grant from LWP, Onward is able to provide 40 scholarships to our RISE Leadership Institute Bootcamp series. In January we had two more RISE Bootcamp meetings. All classes take place at 942 Olive, with 11 scholarship attendees, and an additional 10 paying attendees. It is a great cohort from diverse backgrounds and businesses in Eugene and beyond. These 21 attendees will have an

exponential impact as they bring the tools they are learning back to their organizations and companies. We have received very positive feedback so far from those who are attending! In February we will release additional dates for Bootcamps both in person and virtual through the end of the grant in June.

In our January Onward newsletter Skye wrote a great piece about two of our RISE Bootcamp scholarship recipients, and twin sisters:

### **Twin Sisters RISE and Shine in New Business Venture**



Growing up, twin sisters Heather and Amber always dreamed of working together. But this year they made that dream a reality by taking what they describe as "a leap of faith."

Already established as a mental health therapist and acupuncturist, respectively, the sisters built a business utilizing both professions. Now the proud owners of Radiant Collective - Center for Creative Wellness, Heather and Amber are taking their work to the next level with RISE Leadership Institute.

RISE Leadership Institute is a community-wide leadership initiative created through a partnership between Onward Eugene and Eugene Area Chamber of Commerce. The institute offers leadership training classes and tools to community members in an accessible, sustainable, and affordable manner. And thanks to Lane Workforce Partnership, scholarships for RISE Bootcamps are available to participants from underrepresented populations. The goal is to close our region's talent and leadership gap in order to better provide economic resiliency, and prosperity for all.

Amber and Heather recently completed the "Five Voices" bootcamp series. The cohort-based series of three classes focused on the dynamics of different "voices" or leadership styles.

"We all have value as leaders, and there are many different types of leaders," Heather explained. "I realized through this program that my leadership style is just as important and valuable as anyone else's."

Amber added, "I really had no idea going into this what type of leader I was. I actually didn't think I was any kind of leader, but now I understand why I approach things the way they do, and I feel like my voice actually can be heard."

Both women are now looking forward to beginning a new series in January: "Maximizing Productivity." Amber encouraged others to join them in the next series, saying "Just go for it! It's going to teach you a lot about yourself and others in your organization, how you can work with them and how you can use their strengths and yours to make a better team."

The series begins Thursday, January 12, and spots are still available. [Click here to register](#) or to learn more about how RISE can best serve you and your company.

Last year Onward Eugene won a \$25,000 Thriving Entrepreneurs Grant from the Oregon Community Foundation, which enabled a partnership with Relief Nursery, to remove the barrier of childcare to some of Onward's programs that support entrepreneurship. This year, our grant application to OCF focuses on removing the gender bias in pitching a business idea to funders. The numbers are clear; on average, female entrepreneurs receive less than \$0.28 for every dollar male entrepreneurs get from VCs. This gap is greater than any gender pay gap in the world. OE wants to address the inequity in funding for women entrepreneurs at a local level by eliminating gender bias in our annual pitch competition with a "female founders-only" category. Bringing together graduates from OE's accelerator programs, pitching has historically been dominated by males, which mirrors the overall experience across the country. By giving women an opportunity to pitch only against other women for the first time, OE can eliminate the gender bias that exists in the pitch process.

### **3: Connecting Workforce & Industry Opportunities**

Describe connections made with workforce industry opportunities.

Onward Career Tours: Banking & Finance took place on January 27th. We once again brought a bus full of students to visit businesses in our community. This tour featured: Summit Bank, Sapient Private Wealth, Wells Fargo Advisors, and OCCU. Giving

students a behind the scenes look into what diversity of careers there are in the financial industry from big to small.



Onward completed an informational document for Stratacache, at the end of January, in their pursuit of a CHIPS grant. We look forward to more opportunities to support them as they look to recruit and train their workforce.

Onward has launched our monthly e-newsletter, which landed in 935 mailboxes. This newsletter included profiling a job seeking. We received several warm replies to the newsletter, reflecting on Onward's positive contribution to the community in 2022. Our aim with the monthly newsletter is to not only highlight the work and positive impact Onward is making with our community partners, but more importantly deliver value by highlighting resources to those that want to move Onward! We look to grow our distribution and open rates in future months.

Describe successes and/or challenges encountered in partnering with the Workforce Services Partners and making connections for employment opportunities, primarily the expansion of OJT:

Nicole continues to enjoy working with the WorkSource team. They are very responsive when I have any requests from them, and we continue to meet on a monthly basis to talk about employers we are connecting with and what referrals are moving forward with OJT.

Describe industry engagement and OJT expansion activities:

1/5/23 Email sent to Stephen Parac at Hunter Communication. They have several jobs listed on the Eugene Chamber of Commerce job board that sound like they could be a great fit for the OJT program. I sent them the OJT flyer and requested a meeting to discuss the program. Response received from Stephen 1/9 letting me know he has used OJT in the past, and will keep it in mind in the future.

1/5/23 Email sent to Jonathan Riddle at Sapien Private Wealth. Onward will be including Sapien in our upcoming Career Tour, and wanted to be sure to share the OJT program with them as another resource in our community. I sent them the OJT flyer and requested a meeting to discuss the program.

1/5/23 Email sent to Peter Knight-Sheen at Fastsigns. They have 5 open jobs listed on their website, and they are also a Eugene Chamber member. I sent them the OJT flyer and requested a meeting to discuss the program.

1/11/23 Phone meeting with sales team at PakTech discussing RISE Leadership Institute. Also provided info about OJT as a resource for growing their team. Sent follow up email with OJT flyer

1/18/23 Drove with Courtney Grissel to Roseburg for the Wood Products Sector Strategy meeting. We talked about ways Onward could help support SPI, and OJT was one of those tools. Courtney invited me to a site visit, and an opportunity to meet with SPI staff to see what Onward can help them with in February.

1/23 Email received from Hunter Communications. Jason Robinson the Operations Manager had been forwarded the email I sent Stephen Parac about OJT. Jason was interested in learning more as they are looking to hire and train some folks for their engineering team. I requested a meeting with Jason the following day to talk about OJT and get him set up with the OJT specialists.

1/24 Attended the Eugene Chamber Celebration of Business event. Great way to connect with businesses in person and network.

1/30 Email received from Andy Standerfer from All True Designs in Springfield. He is a tenant at a commercial building owned by Shaun Hyland and received one of our Onward Resources documents from Shaun. Andy is looking to hire for a couple machinist jobs and thought OJT could be a good fit. I followed up with Andy and let him know more about the program.



Describe efforts made to expand and conduct Career Tours, Youth & Young Adult Connections, and industry hiring panels:

Winter Onward Career Tour: Banking & Finance Edition took place on 1/27/23. We once again filled the bus full of over 40 students to visit businesses in our community. Stops included: Summit Bank, Sapient Private Wealth Management, Wells Fargo Advisors, and OCCU. Giving students a behind the scenes look into what diversity of careers there are in the financial industry from big to small. Our next Onward Career Tour is April 14th and will focus on the Bioscience industry.

The Construction-Aggregate Sector is looking to bring back their career day onsite visits by high school students. Onward looks forward to being a part of bringing this great opportunity back to students.

On January 13th, Onward staff participated in the Lane ESD & LCC, Career Technical Education symposium. In addition to hearing insights from LCC students who had come up through high schools across Lane County, we also heard from educators and school administrators. One of the biggest learnings was how CTE courses in high schools are staffed. “Forecasting” (student surveys) of 8th grade student interest in CTE courses happens before Spring break of 8<sup>th</sup> grade. That forecast drives staffing allocations and capacity of *high school* CTE programs. In short, a student’s view of career possibilities in 8<sup>th</sup> grade shapes what high school offers – so that would seem to be the ideal time to focus on career awareness building.

Nicole will be following up with Creswell as they are very interested in creating a “Career Day” as well as a Rural Innovative & Inclusive Hiring Panel and Job Fair. More to come on this!

Nicole met with a group of Leadership Eugene Springfield (LES) participants who were looking for a project to complete this year with Onward. I suggested that they come up with a PDF and print document that could be shared with middle school, high school students and career counselors about the most in demand jobs in our region, and the pathways to get those jobs. They will also work with a marketing intern from Good Creative on the materials, and design students in the CTE program in 4J will also be helping with graphics and layout. Connected them with Henry Fields, and Shereen Vogel to get the project moving forward. Very excited about this, as we learned on 1/13 that 8th graders forecasting is what determines what CTE courses are available in the

high schools. As Matt is fond of saying “You can’t walk through doors you don’t know exist”. I am hoping we can give students more “doors” to walk through.



#### **4: Growing the Entrepreneurial Ecosystems**

*Describe contributions made to the growth of the Entrepreneurial Ecosystem. Additionally, describe the entrepreneurial training sessions held and outcomes achieved:*

Caitlin coordinated a class for Leadership Eugene-Springfield on January 11 that highlighted successful startups in our economy in the transportation industry. That included bringing out Arcimoto and Pedego to talk about their journey in the electric vehicle business.

The Onward team took a trip to King Estate to scout the site as a venue for the summer Business Welcome event. The team was graciously hosted by Board Member Erik Parrish and had the opportunity to detail out logistics while touring the property.

The Women’s Innovation Network seminar on 01/11 was a sold out event! WIN collaborated with the Oregon Commission on Black Affairs and educational trainer

Siobhan Cancel, founder of Siobhan’s Solutions on the topic “Working through Failure.” Siobhan lead the group through an exploration of how failure can be the best tool for learning and growth.

Startup Coffee Meetup on 01/19 welcomed 2 new women entrepreneurs to the event, including one who is in the early stages of her startup as an aesthetic consultant. Additionally, we were able to connect two entrepreneurs to a mentor and our community partner, SCORE.

Caitlin worked to create a formal ‘Program Recruitment Strategy’ for the entrepreneurial services department. The strategy is meant to be used for targeted marketing and outreach for both ID8 and Eug Launchpad. Caitlin will be reviewing the document with the Entrepreneurial Advisory Board at the next meeting in March.

*Partner Meetings:* OR Bio 01/10, Eugene Magazine 01/12, LCC event 01/13, LWP 01/17 & 01/19

*Meeting with Entrepreneurs:* Vitaly Freidin 01/09, Dennis Aiken 01/13, Jessica Kalashnikov 01/13, Kate Acosta 01/19

*Community meetings:* DucksRISE stakeholder meeting, Lane County Community Collaborative

*Co-working space update:*

Current number of subscribers	Hot desk - 1, Private office - 1
Number of groups who rented meeting space	3 (in-kind)
Current monthly revenue	\$600

**5: EUG Launchpad**

*Describe efforts towards the goal of underwriting for ten founders, by January 2023, for the EUG Launchpad.*

The Cycle 1 EUG Launchpad Accelerator begun on Wednesday, January 25. With 16 founders enrolled, this was the largest application round in the history of the programs with half of the applicants accepted.

The founders in the 2023 Winter EUG Launchpad accelerator are:

- Jenny Coyne, *Blue Root Soaps, LLC*
- Diane Peterson, *Kids' Cart*
- Ken Engelman, *McKenzie River Reflections*
- Rachel Anderson, *Edelic Center for Ethnobotanical Services*
- Matthew McNatt & Heather Johnson, *Eugene Alliance for Somatic Education (EASE)*
- Tyger Gruber & McKenzie Wong, *Moonshot Marketing*
- Leif Holt, *Dream Beast & Co*
- Barbara Council Burney, *Barbara Council Art & Illustration*
- Chris Blum, *Pipeline Demand*
- Vitaly Freidin, *Renegade Tech Repairs*
- Dennis Aiken, *Aiken North LLC*
- Darla Hewitt, *Tiffany & Darla's Estate Sales LLC*
- Ashley Buonarroti, *Eugene Ladies Day Out*
- Cody Jones, *Cody Kime Designs*

## Performance Outcomes

<b>Metrics:</b>	<b>Performance Target Annual Goal:</b>	<b>Reporting Period Total:</b>	<b>Year-to-date Total:</b>
Number of new businesses engaged	25	3 new/ 3 repeat	186
Number of OJT opportunities completed	10	1	9

## Program Deliverables:

### Additional Reporting

- *Please share success stories, impacts and/or partnerships. (Include pictures or videos.)*

The Women's Innovation Network seminar on 01/11 was a sold out event! WIN collaborated with the **Oregon Commission on Black Affairs** and educational trainer Siobhan Cancel, founder of Siobhan's Solutions on the topic "Working through Failure." Siobhan lead the group through an exploration of how failure can be the best tool for learning and growth.



Startup Coffee Meetup on 01/19 welcomed **2 new women entrepreneurs** to the event, including one who is in the early stages of her startup as an aesthetic consultant. Additionally, we were able to connect two entrepreneurs to a mentor and our community partner, SCORE.



- *Do you require any additional support to successfully execute your duties?*

Not at this time.

## **6. Special Events**

For special events held by Onward Eugene that are connected to the scope of this contract please provide the following:

- Description/Purpose of the Event: No events in January
- List of Attendees
- Description of food, beverages, SWAG provided at the event. Note: For items that are not allowable expenses (such as alcohol) please include an explanation as to how the item was paid for. (i.e. sponsor, donation, alternate funding source, no host bar)



# Executive Director's Report: March 16, 2023

# Constructing a Brighter Future



## YOU ARE INVITED:

Come see the Constructing a Brighter Future progress we have made since kicking off the project last summer. Please drop in to see students in action while they build shelters and sheds.

Join us at LCCs Building #10 & #12 on March 13-15 or 20-23 from 1:00-3:30 PM to see the impressive work of 43 high school students and LCC students. CTE instructors, educators, public officials, and community members are welcome to drop in any day during the event. Parking is available in Lot M or N, and guided tours will be provided by Lane ESD staff.

**13-15**  
**MARCH**  
**1:00-3:30**

**20-23**  
**MARCH**  
**1:00-3:30**

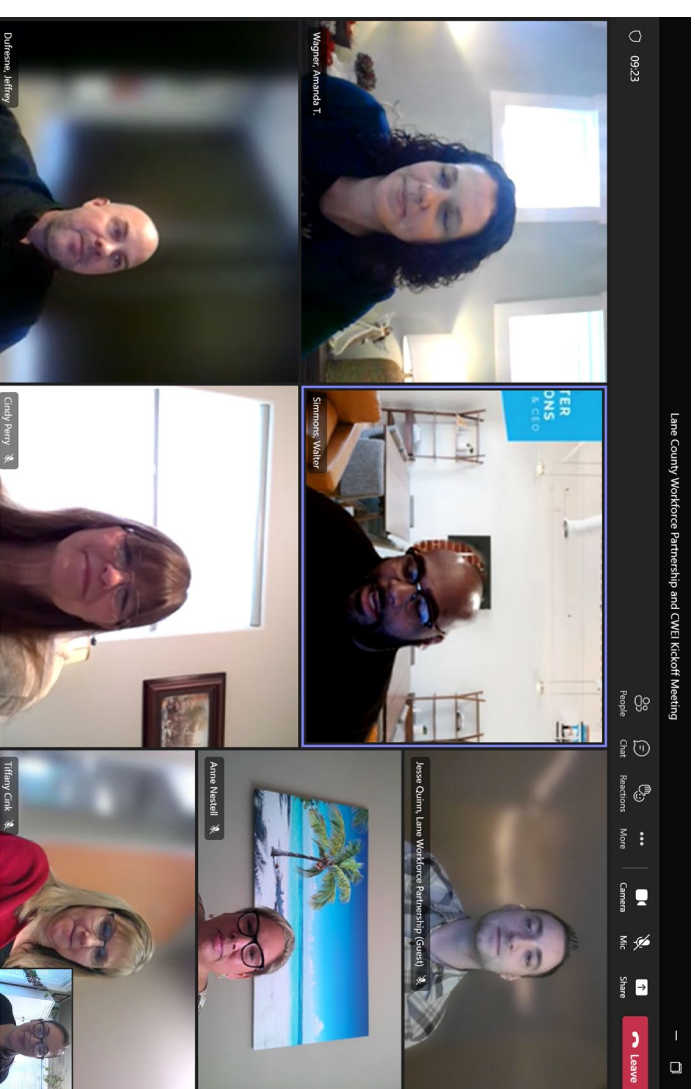
**VENUE**  
**LCC BUILDINGS**  
**#10 & #12**  
**PARKING LOT**  
**M OR N**





# Board and Staff Development & Engagement

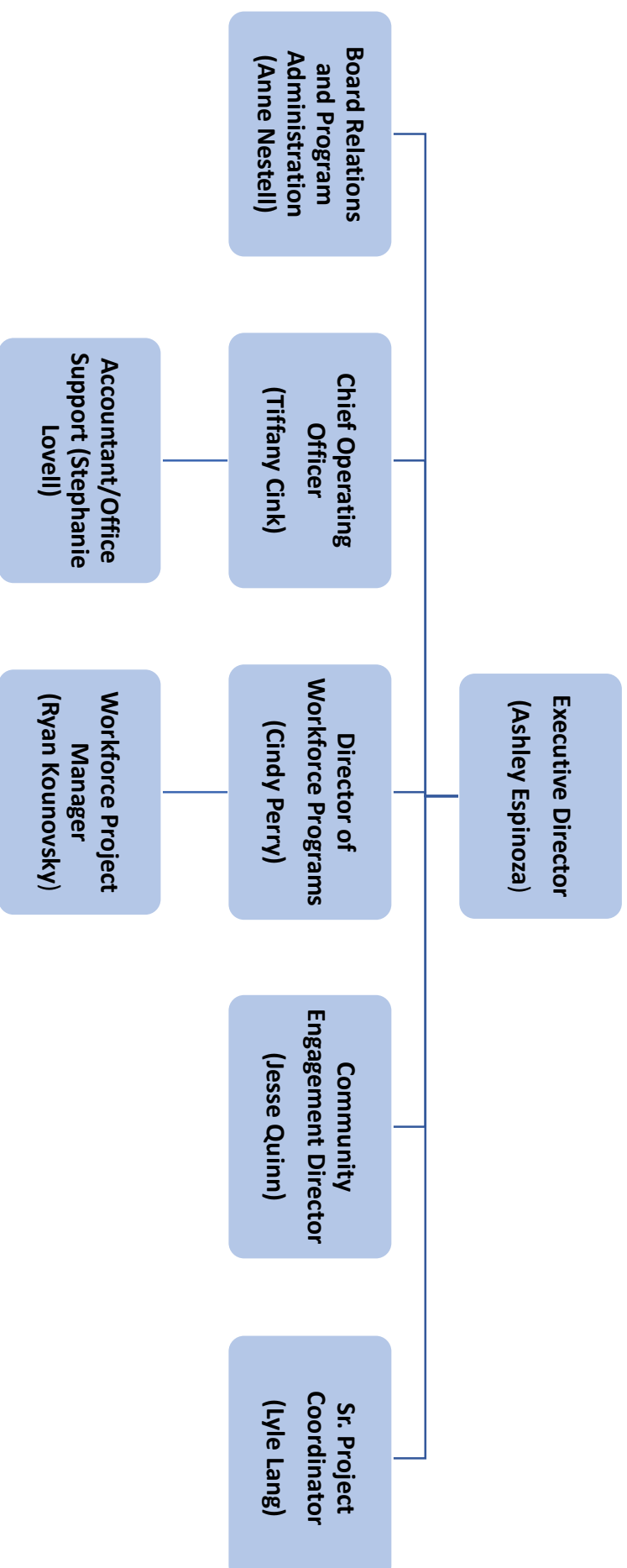
- 1) Ensuring the Lane Workforce Partnership staff and board know and understand the basic elements and principles of operating an effective local workforce system
- 2) Ensuring the Lane Workforce Partnership staff and board know the basic elements and principles of building and operating an effective local workforce development board
- 3) In partnership with the Lane Workforce Partnership, developing the steps the organization can implement to increase the capacity of the organization's staff, board, and local workforce system



**BOARD TRAINING: May 25<sup>th</sup>, 10am -2:30pm**



# LWP Organizational Chart



# National Association of Workforce Boards

- Annual convening, March 25-28, 2023
- Hill Visits with Congresswoman Val Hoyle, Senators Merkley and Wyden
- 7/9 Oregon Workforce Boards attending
- Examples of Sessions/Table Talks:
  - Connecting Classroom to World of Work: Using Technology to Advance Industry Experiential Learning
  - Building Pathways to Infrastructure Jobs (Part 1: Strategic Approach to Partnerships and Funding)
  - Flexibility - The Future of Manufacturing and Supply Chain Workforce
  - A Shared Agenda for Action: How Your Workforce Board Can Lead the Way
  - Advancing Awareness of Workforce Development



# Board Recruitment

Lane Workforce Partnership Board of Directors is seeking nominations for board membership. Nominations from the following categories will be accepted:

- **Business:** Must be an owner, chief executive officer, chief operating officer, or other individual with optimum policy-making or hiring authority. Individuals must be nominated by local business organizations or business trade associations.
- **Community-based organization:** Demonstrated experience and expertise in addressing the employment, training or education needs of individuals with barriers to employment, including organizations that serve veterans or provide or support competitive integrated employment for individuals with disabilities.

For any additional questions, please contact Anne Nestell via email [anne@laneworkforce.org](mailto:anne@laneworkforce.org) or by phone at 541.285.1584.

## JOIN OUR BOARD

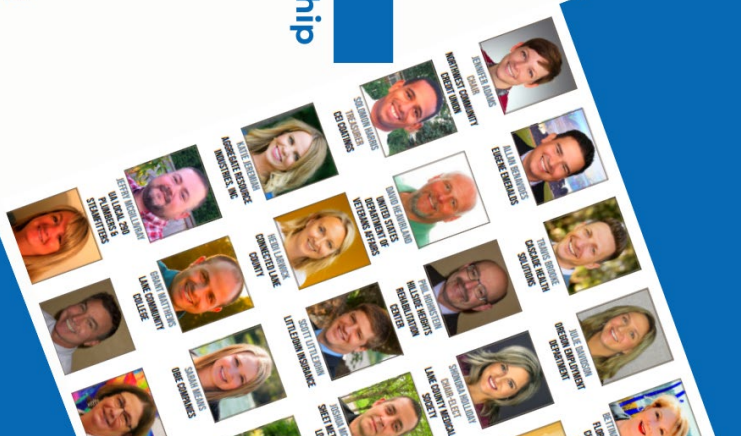
### OPEN BOARD POSITIONS

Lane Workforce Partnership is accepting applications for Board membership!

Qualifications and instructions on applying in the text description.

Applications due: 3/31/23

[LANEWORKFORCE.ORG](http://LANEWORKFORCE.ORG)



# Investments At Work

