

Workforce Development Consultation Program



Engage PIM Workforce Development Consultants to...

- Access state and federal financial incentives and grants

- Build awareness and relationships to support your workforce development needs

- Access candidate pools to expand your workforce





**Workforce
Development**

Participating Companies To-Date

Daily Printing

Impact

Midstates Group

SeaChange

Thomson Reuters

PIM Workforce Development Consultants will...

- 1** Identify your company's workforce needs;
- 2** Match your needs with current available incentives and resources;
- 3** Support the application and resource implementation process; and
- 4** Establish relationships with community and government providers and funders.

Background

- PIM has uncovered more than thirty programs in our 5-state region that offer strategies and financial support for incumbent worker training and/or developing entry-level positions in graphic communications.
- PIM Workforce Development Consultants have already supported several PIM members in applying for current resources in their operations, positively impacting their workforce development needs.
- You can benefit by engaging PIM Workforce Development Consultants to better understand the opportunities of these programs and gain information to support the application and implementation process.

Why participate?

Discover workforce development opportunities and resources which can offset the costs to develop and train your future workforce. You'll save on expenses related to training employees and costs associated with building new programs and/or supporting existing training programs. In the long run, by developing and deploying more strategic workforce development programs, your company stands to gain from creating strong, viable career pathways for future and current employees.

How Does the Program Work?

1 REQUEST ENGAGEMENT

Once you've requested engagement, you'll complete a brief questionnaire to begin the consulting process and be sent a list of workforce development programs and incentives available in your state.

2 COMPLETE CONSULTING ENGAGEMENT

In a two hour direct session with PIM Workforce Development Consultants, either in person or via conference call, you'll receive information and be advised on workforce development strategies and resources, specific to your needs.

3 RECEIVE DETAILED ACTION PLAN

Within 10-days, your company will be provided a customized written workforce development action plan with identified resources to begin the application process.

4 OPTIONAL – IMPLEMENTATION SUPPORT

Your company may choose to contract further with PIM Workforce Development Consultants to manage the resource application process, or choose to use internal resources to implement the detailed action plan.

ENGAGEMENT

Workforce Development Consulting Program fee:

- Members: \$600
- Non-Members: \$900

You'll receive:

- Resource Matrix –Programs specific to your state
- Two-hour consulting engagement
- Detailed written action plan specific to your needs

NOTE: Work performed beyond the initial consultation and follow-up action plan will be agreed upon in advance by all parties and charged at a rate of \$120 per hour.



Take advantage of these current state and federal workforce development programs

- > Registered Apprenticeships
- > Internship/Youth Programs
- > Workforce/Economic Development Grants
- > Federal Tax Programs
- > Community College Partnerships



Workforce Development Consultation Program

PIM Workforce Development Consultants are proven experts, ready to help your company build tomorrow's workforce today.



Consultant Team



Jess Lee Niebuhr, Principal, 4S Consulting,

Jess is an experienced grants and reports writer. She served as Dean of Workforce Development, Customized Training, and Continuing Education, as well as Media Arts and Technology, Public Services and Library at the Minneapolis Community and Technical College. She also served as Director of Continuing Education and Customized Training at Anoka-Ramsey Community College. Jess has a Master's degree from the Humphrey School of Public Affairs.



Dave Kornecki, Principal, DTC, LLC,

Dave has experience working in the Minnesota and Illinois Legislature, crafting education, higher education and workforce development budgets, policies and programming. As Committee Administrator for Higher Education & Workforce Development in the MN Senate, Dave led a team that worked to align the needs of the Minnesota Chamber of Commerce, education institutions and various state agencies, in developing the MN Pipeline Program. He has a Master's degree in Public Policy & Administration from Northwestern University.

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We've been brainstorming for the past 10 years trying to figure out how to replace our aging skilled workforce. We met with the PIM Workforce Development Consultants and they brought up different avenues for us to pursue. We found this service beneficial and will continue to work with them to find a solution to replace our retiring skilled workforce.

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~ Ken Rein,
Chief Financial Officer,
Daily Printing

Reduce Staffing Service Need | Access Candidate Pools



Recruit employees through PIM's partnership with two community based organizations; Goodwill/Easter Seals and Avivo. Through its partnership with PIM, Goodwill/Easter Seals and Avivo are developing a pre-employment training program with an emphasis on the print production process. Use the Workforce Consultation Program to navigate the process of engaging with these organizations to find your future workforce.



To Engage PIM Workforce Development Consultants...

Contact Kris Davis at workforceconsulting@pimw.org or call 612.400.6208



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