



Dane County and Workforce Development

Laura Dresser

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Center on Wisconsin Strategy

University of Wisconsin-Madison • 1180 Observatory Drive • 7122 Social Science • Madison, WI 53706

TEL 608 263-3889 • FAX 608 262-9046 • WEBSITE <http://www.cows.org/>

Getting to Living Wage Jobs

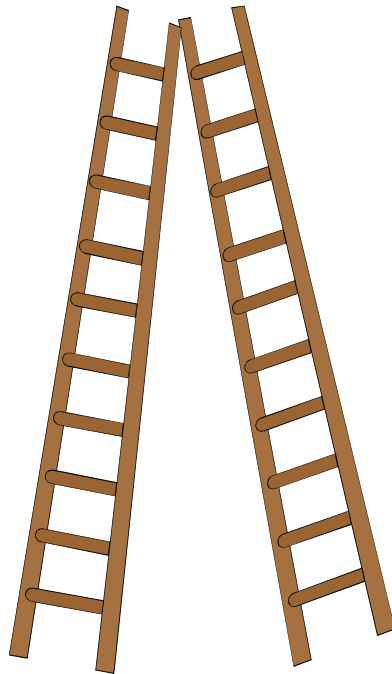
- ❖ Entry-level employment that prepares workers for and connects them to future opportunities
- ❖ Reliable and understood methods of access to decent paying sectors
- ❖ Routine career advancement through incremental moves

Why is that so Hard these Days?

- ❖ Changes in work organization — outsourcing, contingent/temporary work, cellular production, etc.
- ❖ Shift to smaller firm size and more service sector work
- ❖ Deregulation, privatization, de-unionization

In Other Words...

Old World



New World



Partnership Solutions

“High road partnerships” bring management and labor together to build industry-wide solutions to common problems.

High Road Partnerships

- Help overcome free rider problems in training
- Produce economies of scale and scope in development of training, curricula, and benchmarks
- Provide improved information and coordination in the industry
- Send the public sector clearer and more representative industry signals, while providing leverage for public efforts

Example: Jobs With a Future

- ❖ Business, public, labor and community leadership
- ❖ Mission of building jobs with a future for the areas' residents
- ❖ Focus on building three industry partnerships
 - Health Care
 - Manufacturing

Institutional Partners

Provide financial support, operational assistance, and oversee strategic planning

- ❖ University of Wisconsin
- ❖ Madison Area Technical College
- ❖ United Way of Dane County
- ❖ Dane County
- ❖ City of Madison
- ❖ South Central WI Workforce Development Board

Accomplishments

- ❖ Trained 800+ in Dane County
- ❖ Offered over 65 different courses
- ❖ Served over 430 in Upward Mobility and placed 275 in new positions

Health Care Partnership

Hospitals, home health agencies,
nursing homes and clinics

Initiatives:

- ❖ Phlebotomy training program
- ❖ Career ladders for CNAs
- ❖ Leadership Training
- ❖ Retention Strategies Network
- ❖ School-to-Work

Manufacturing Partnership

Durable and non-durable goods, light assembly, plastics and printing

Initiatives:

- ❖ Basic skills training
- ❖ Pre-employment training
- ❖ Retention and advancement training
- ❖ Joint ESL training

Basic Skills Training

5 Key Employers-

ETC, Foremost Farms, MPI, Placon & Webcrafters

- ❖ MATC sponsored grant
- ❖ Basic skills and ESL offered to employees
- ❖ Served over 450 to date

The Future of JWF

- ❖ \$1.04 Million WDB Grant
- ❖ Geographic Expansion
- ❖ Check us out at www.cows.org and www.jobswithafuture.org

