



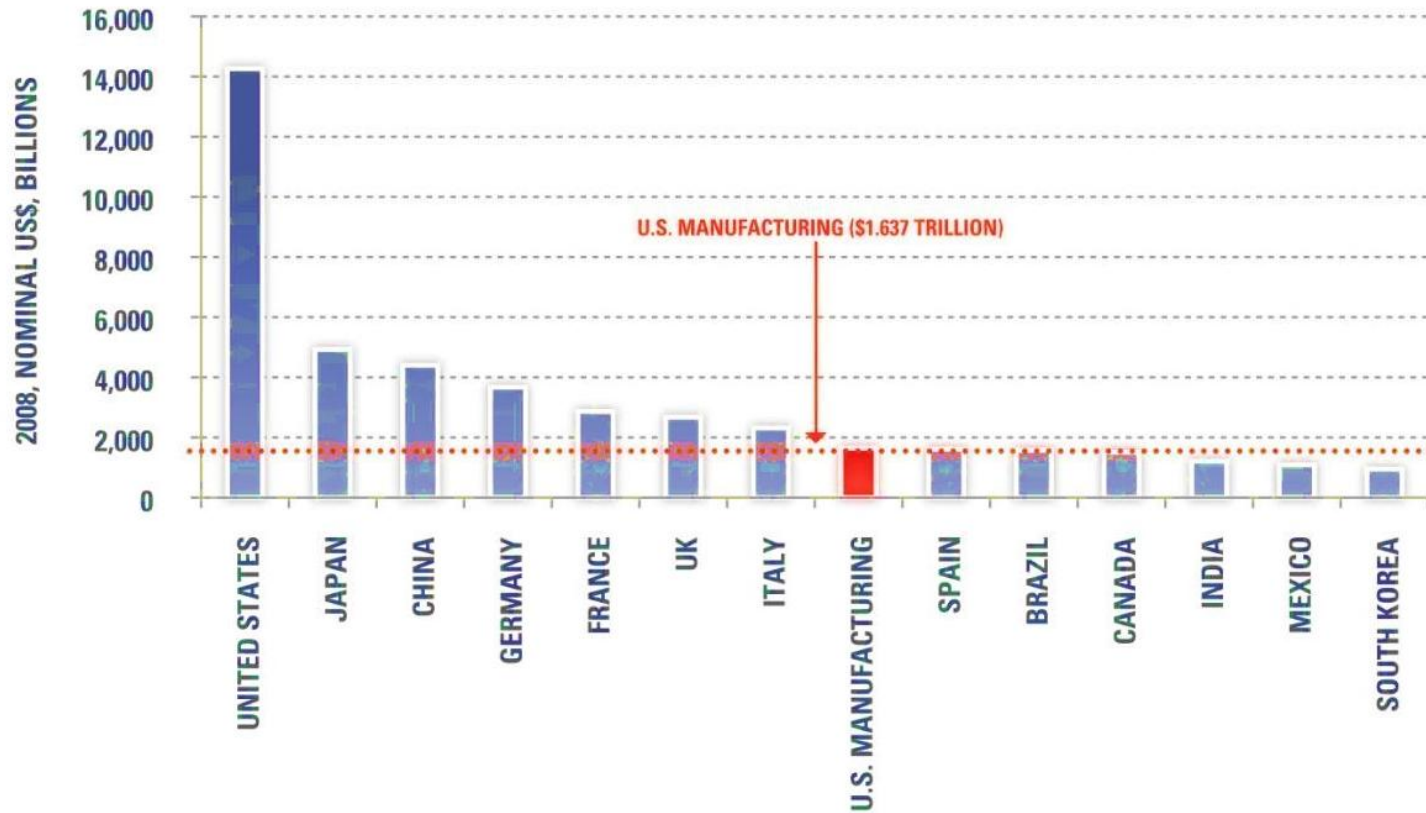
JENNIFER MCNELLY  
SENIOR VICE PRESIDENT

10/12/10

# U.S. Manufacturing Is Strong

FIGURE 1.

## U.S Manufacturing Is 8<sup>th</sup> Largest Economy



Sources: International Monetary Fund and U.S. Bureau of Economic Analysis

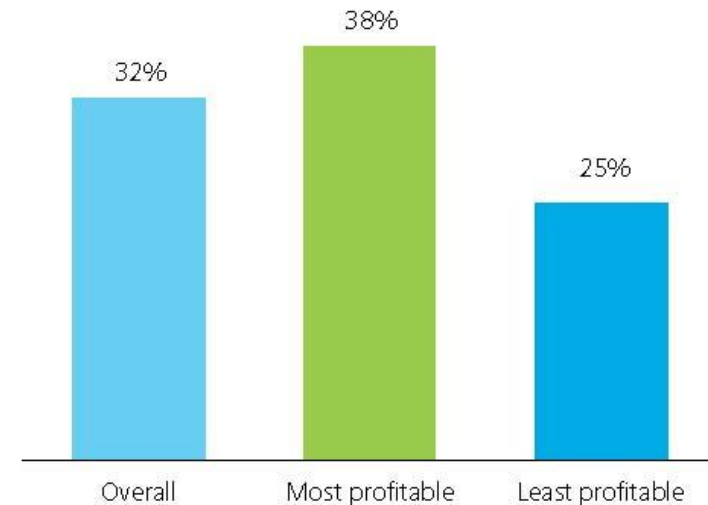
# The Challenges

3

- Even at the height of the global recession, **32% of surveyed companies reported moderate to serious skills shortages in the hiring pool.**
- Contributing to our workforce challenges are:
  - Demographics: We face a graying workforce coupled with a shrinking pipeline.
  - Technological advances in modern manufacturing require more advanced skill sets.
  - Major deficits in our education system hamper U.S. competitiveness on the world stage: our global competitors continue to surpass our educational system in producing a high-volume, high-quality technical workforce.

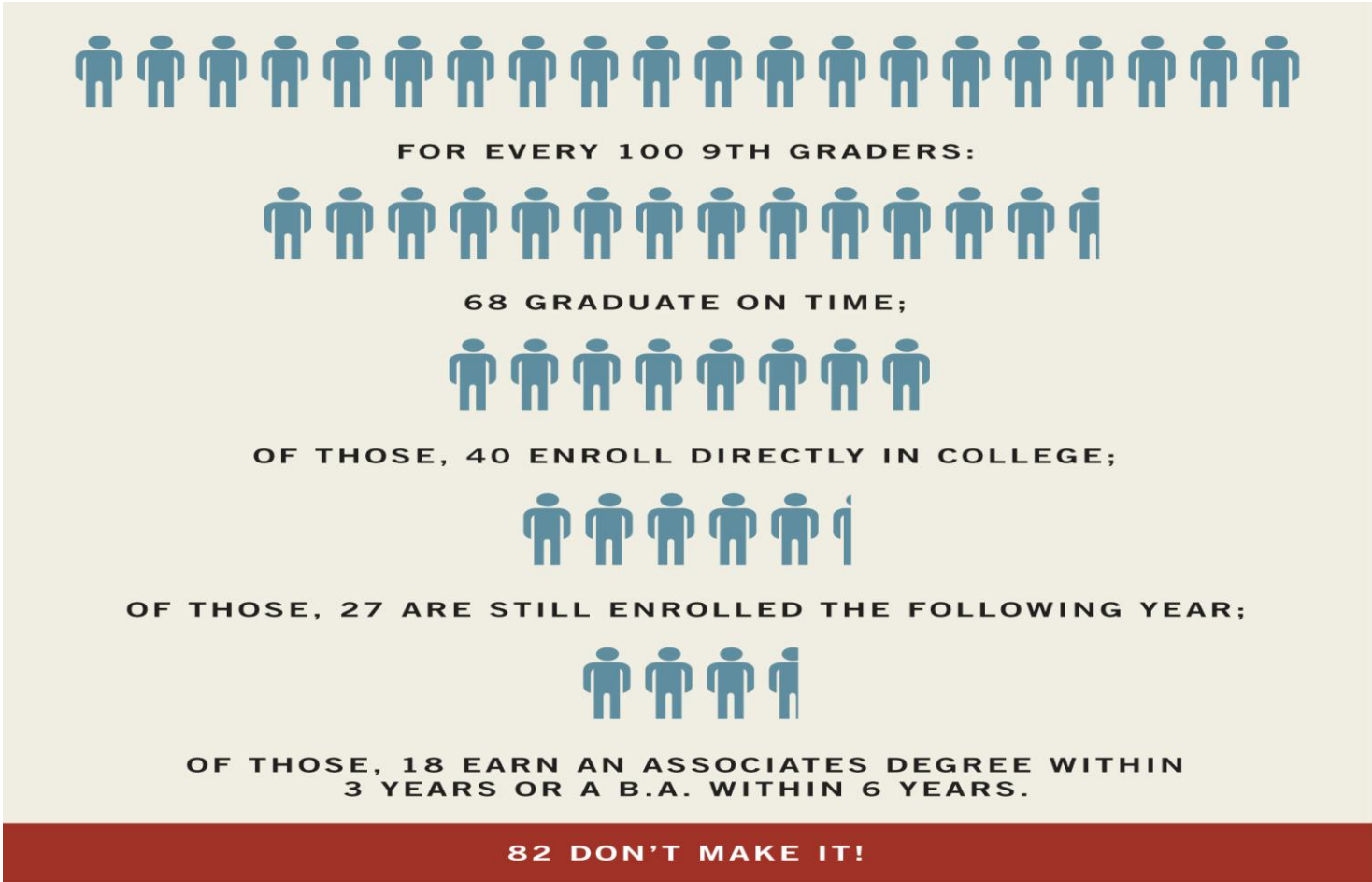
Moderate to serious shortages across all skills

Most profitable and least profitable companies



Source: [People and Profitability—A Time for Change](#)

# The Shrinking Pipeline



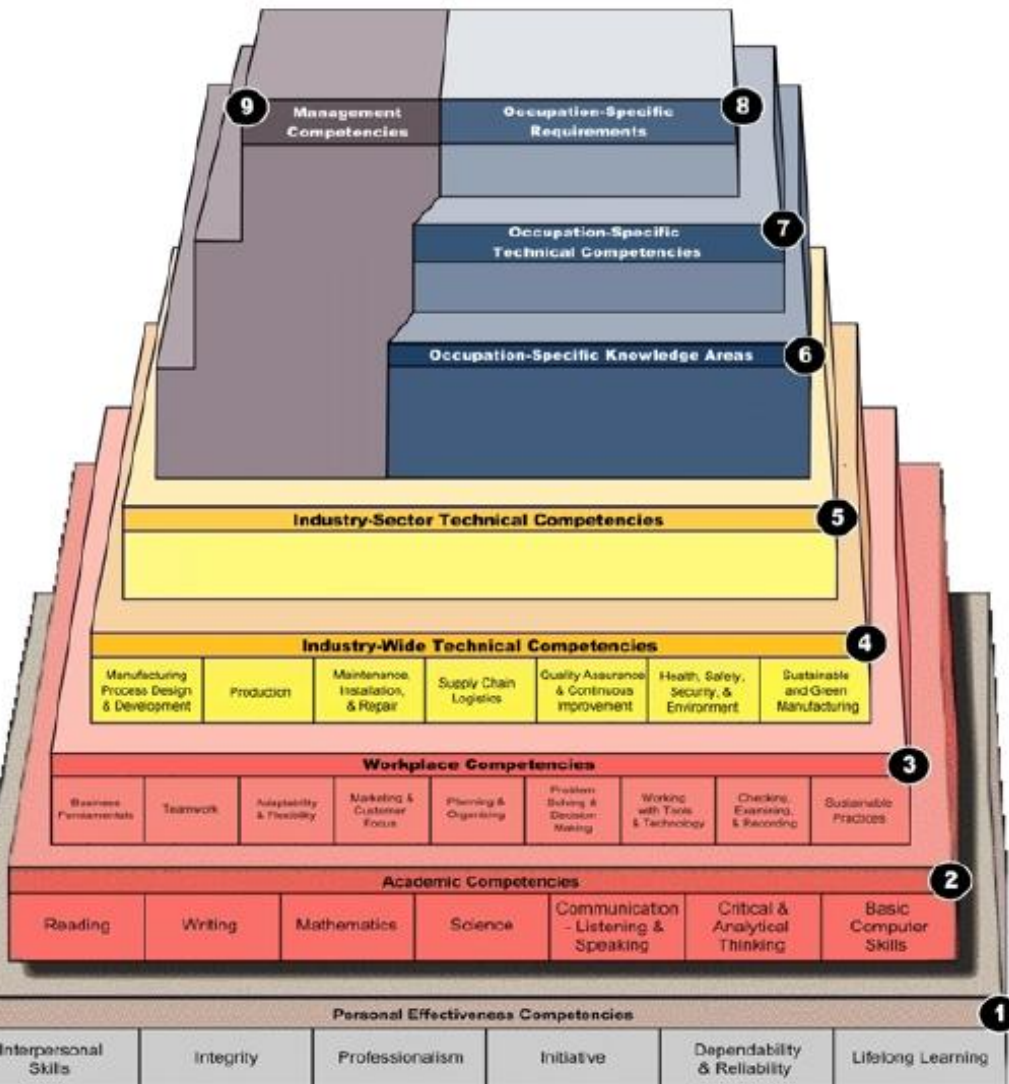


MANUFACTURING  
Institute

*Skills Certification System*

***Providing competency-based, customized education and training for the manufacturing workforce...today and tomorrow***

# Advanced Manufacturing Competency Model



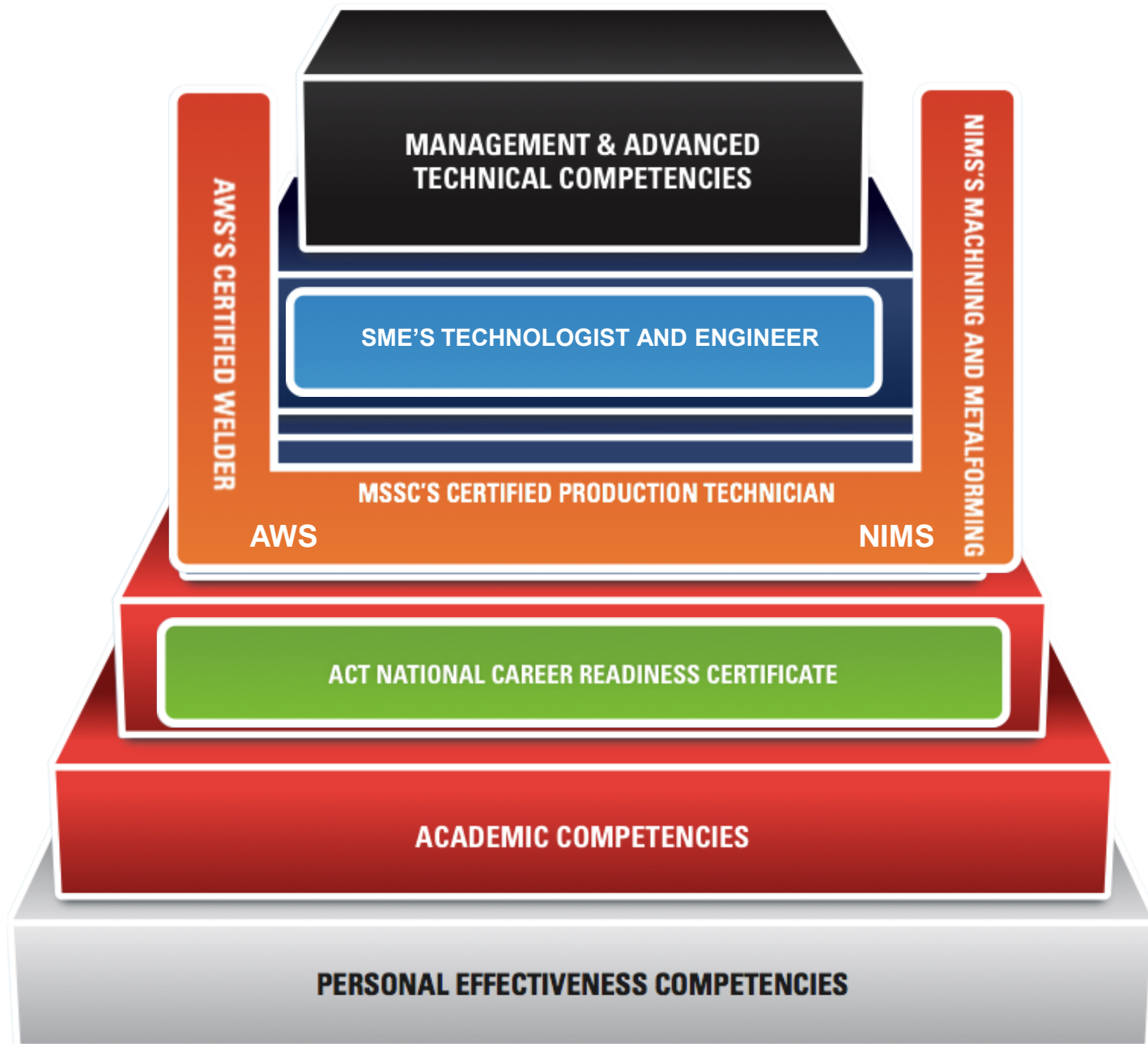
Career Paths – Life Long Learning

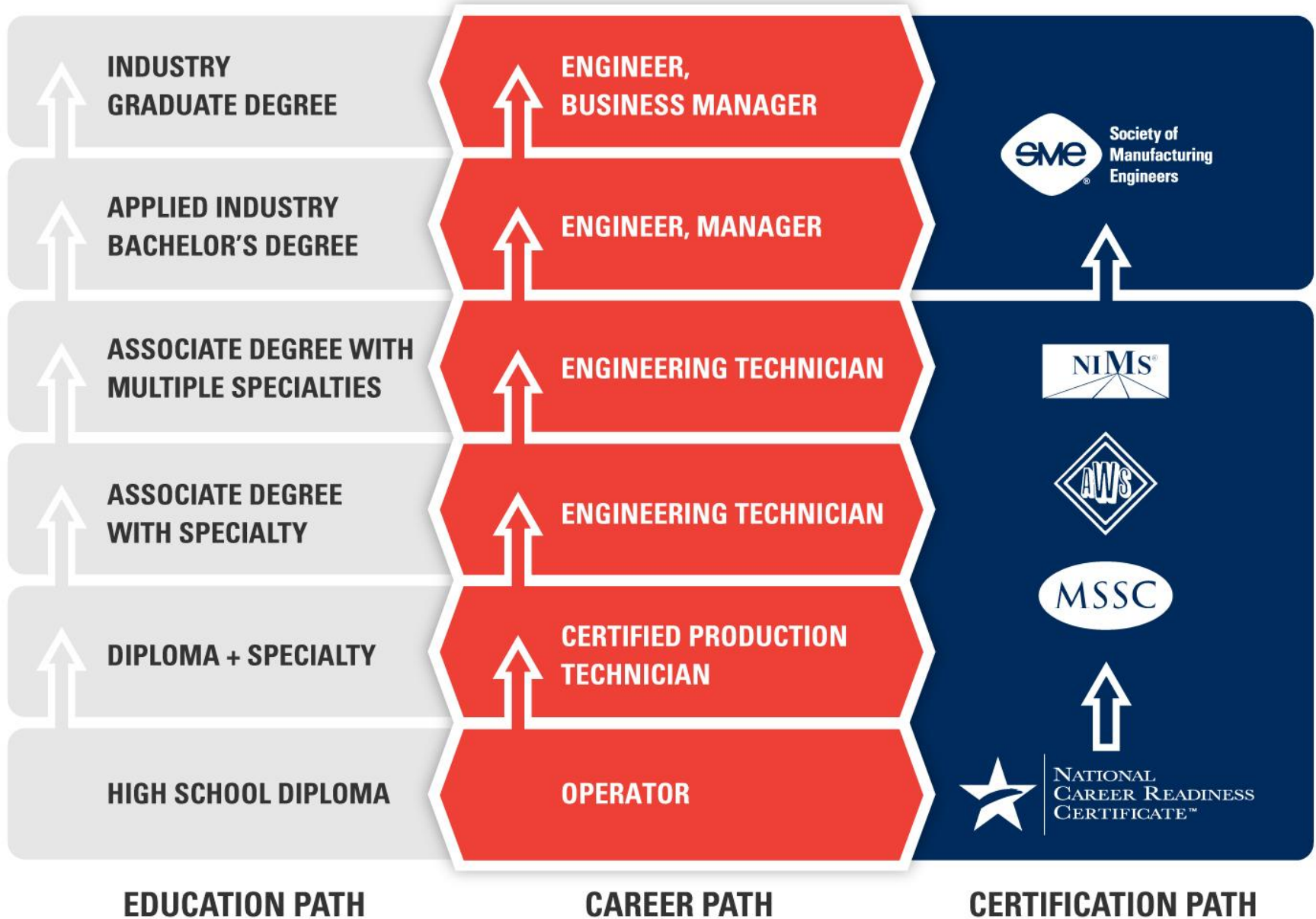
*High Quality Middle Class Jobs*

Occupation-Specific  
Certifications

Entry Level Industry  
Certifications

Ready for Work, Ready for College

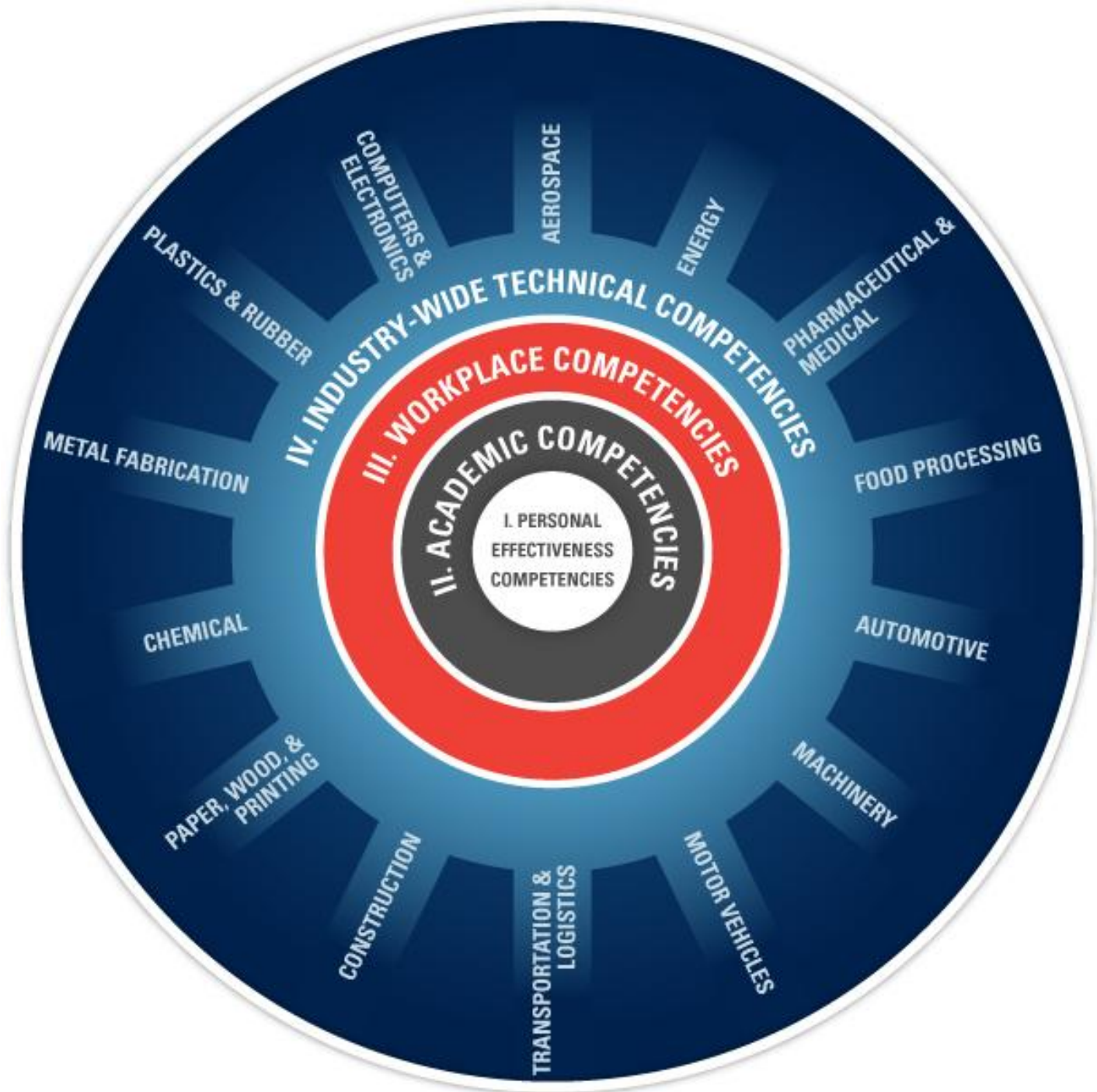




# A Million-Dollar Investment

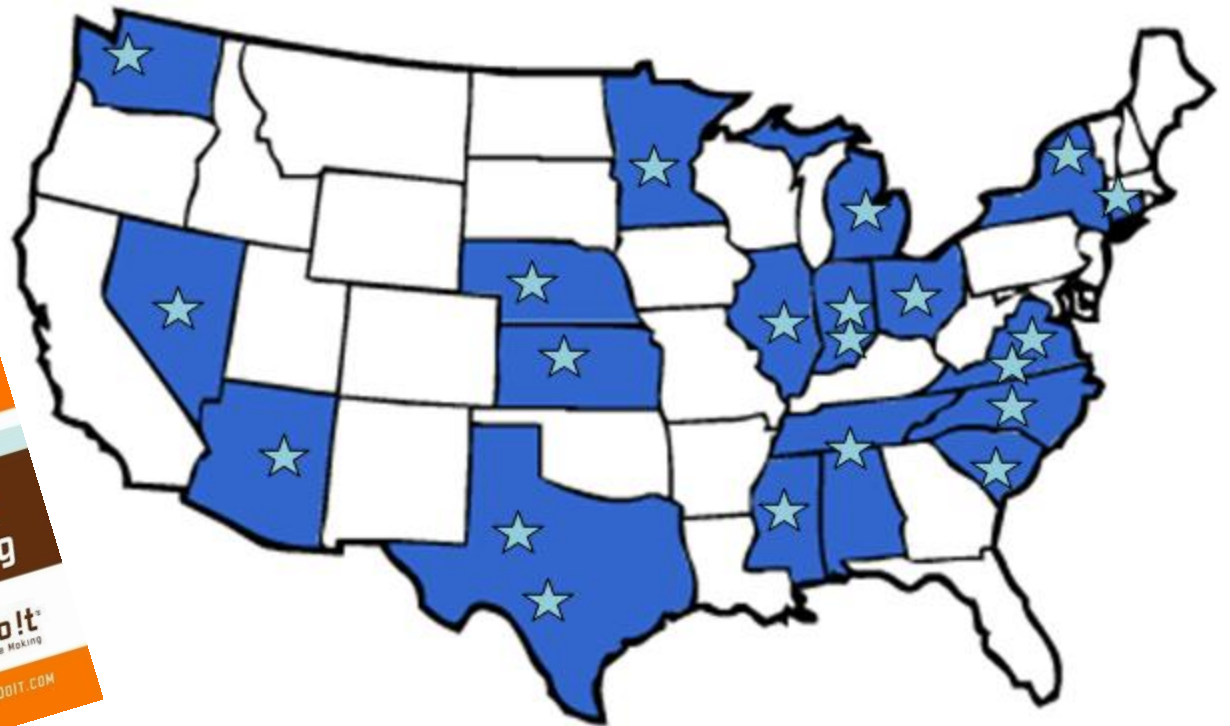
“I advise each of my staff that every worker hired is a million-dollar investment for this company. I’m calculating that most hires are under 45 years old; we intend to keep them for at least 20 years, and our average annual salary/benefits package is \$55,000. In other words, we can’t afford to make a mistake—to hire someone without the right skills. Verifiable skills certification programs can make the difference between a good investment and a high-risk.”

*Dennis Rohrs,  
Human Resource Manager  
Fort Wayne Metals, Inc.*



# Recruiting Students Into STEM Careers

# *Dream!t Do!t*<sup>®</sup>



# Championing National Legislation

## America Works

111TH CONGRESS  
1ST SESSION

### H. R. 4072

To require that certain Federal job training and career education programs give priority to programs that provide a national industry-recognized and portable credential.

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IN THE HOUSE OF REPRESENTATIVES

NOVEMBER 16, 2009

Mr. MINNICK (for himself, Mr. KRATOVIL, Mr. BRIGHT, and Mrs. HALVORSON) introduced the following bill; which was referred to the Committee on Education and Labor, and in addition to the Committee on Ways and Means, for a period to be subsequently determined by the Speaker, in each case for consideration of such provisions as fall within the jurisdiction of the committee concerned

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### A BILL

To require that certain Federal job training and career education programs give priority to programs that provide a national industry-recognized and portable credential.

1 *Be it enacted by the Senate and House of Representa-*  
2 *tives of the United States of America in Congress assembled*

3 **SECTION 1. SHORT TITLE.**  
4 This Act may be cited as the “American Manu-  
5 facturing Efficiency and Retraining Investment Collab-  
6 oration Works Act” or the “AMERICA Works Act”.

111TH CONGRESS  
2D SESSION

### S. 3529

To require that certain Federal job training and career education programs give priority to programs that provide an industry-recognized and nationally portable credential.

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IN THE SENATE OF THE UNITED STATES

JUNE 24, 2010

Mrs. HAGAN introduced the following bill; which was read twice and referred to the Committee on Health, Education, Labor, and Pensions

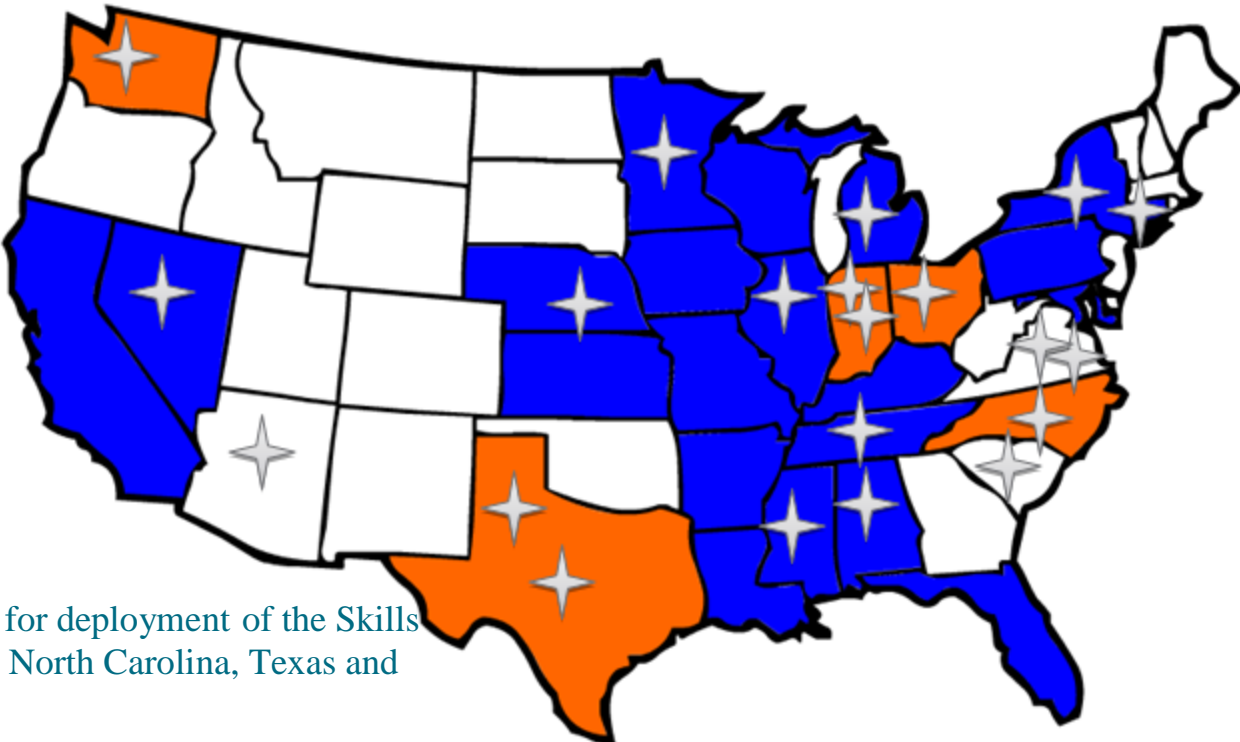
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3 **SECTION 1. SHORT TITLE.**  
4 This Act may be cited as the “American Manufac-  
5 turing Efficiency and Retraining Investment Collaboration  
6 Achievement Works Act” or the “AMERICA Works Act”.

# Deployment and National Scope



States funded by foundation support for deployment of the Skills Certification System (Indiana, Ohio, North Carolina, Texas and Washington)

States with grassroots efforts advocating for deployment of the Skills Certification System (Alabama, Arkansas, California, Connecticut, Florida, Illinois, Iowa, Kansas, Kentucky, Louisiana, Maryland, Michigan, Minnesota, Mississippi, Missouri, Nebraska, Nevada, New York, Pennsylvania, Tennessee, Wisconsin)

Sites part of the Dream It! Do It! network

# U.S. Department of Labor Trade Adjustment Assistance

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- Skills for America's Future
  - TAA/Replacing American Graduation Initiative
  - \$500 million in state grants; \$2.5m/state
  - Consortia of Higher Ed institutions: \$2.5m - \$20m
  - Must involve employers

# A “Win-Win” Scenario

