Data Discussion

Workforce and Economic Development
Positively impacting student learning & community connections
What Can MMCC Do For You?

27,603 Training Hours
We serve a BIG geographic region

Who we serve...
We begin by using data and constituents to help us determine which programs to create.
Some resources that we utilize.....

- Advisory Boards
- Regional planning organizations like East Michigan Council of Governments
- Economic modeling information (EMSI)
- Local Economic Development organizations (GC EDC, MMDC)
- State, national, regional and local labor data and organizations (Mi. Hot 50)
- Manufacturing Associations, like CMMA, GLBRA
- Internal career learning and laddering opportunities
- MiWorks!
EMCOG TIP Strategies Report

Source: US Census Bureau, Local Employment Dynamics (LED) database
## Findings—Target Industry Analysis

<table>
<thead>
<tr>
<th>Industry Supersector</th>
<th>Regional Concentration</th>
<th>Competitive Regional Growth</th>
<th>Employment Multiplier</th>
<th>Recent Investment</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>4</td>
</tr>
<tr>
<td>Information</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>Other Services</td>
<td>1</td>
<td>1</td>
<td></td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>Education &amp; Health Services</td>
<td>1</td>
<td></td>
<td></td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Natural Resources &amp; Mining</td>
<td>1</td>
<td></td>
<td></td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Financial Activities</td>
<td>1</td>
<td></td>
<td>1</td>
<td></td>
<td>2</td>
</tr>
<tr>
<td>Trade, Transportation, &amp; Utilities</td>
<td></td>
<td></td>
<td>1</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Professional &amp; Business Services</td>
<td></td>
<td></td>
<td>1</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Leisure &amp; Hospitality</td>
<td></td>
<td></td>
<td>1</td>
<td>1</td>
<td></td>
</tr>
<tr>
<td>Construction</td>
<td></td>
<td></td>
<td></td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>
Business Survey’s

Computer Skills (Word processing, database, CAD/CAM, spreadsheets, programming languages, etc) [8. Please indicate your employees’ training needs in the following areas:]

<table>
<thead>
<tr>
<th>Level</th>
<th>Number</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Not Needed</td>
<td>6</td>
<td>23.1%</td>
</tr>
<tr>
<td>Somewhat Needed</td>
<td>17</td>
<td>65.4%</td>
</tr>
<tr>
<td>Needed</td>
<td>3</td>
<td>11.5%</td>
</tr>
</tbody>
</table>

Manufacturing Skills (Basic blueprint reading, shop math, precision instruments, quality control, etc) [8. Please indicate your employees’ training needs in the following areas:]

<table>
<thead>
<tr>
<th>Level</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Not Needed</td>
<td></td>
</tr>
<tr>
<td>Somewhat Needed</td>
<td></td>
</tr>
<tr>
<td>Needed</td>
<td></td>
</tr>
</tbody>
</table>
Non-credit Training Opportunities

- Short term or Rapid Training
- Workshops
- Contract Training (often called Customized)
- Electrical Apprenticeship
Rapid Training Programs

- Train fast and get to work.
  - Generally 3-9 weeks.
- CDL A - Commercial Truck Driver
- Welding
- Phlebotomy
- CNA

Certified Nurse Aide (CNA)
Workshops

Typically onsite at MMCC

- Welding
- Basic Blueprint Reading
- 60 Hour Builders
- Supervisory Skills Training
- Shop Math
- Quality Control & Problem Solving
- Precision Instruments
- Arc Flash
Contract and Customized Training

TIG Welding - Aluminum and Stainless

Internal Auditor – IATF 16949

GD&T

SPC w/ MSA

2018 Opportunities:

Industrial Sewing

County Treasurer’s
Grant funded training

Skilled Trades Training Fund (STTF)

Over $450K awarded to companies with MMCC quotes

$ 326, 075 training funds utilized

278 employees trained at various businesses throughout the community

100% of employers rated STTF training good to excellent.
Electrical Apprenticeship

113 courses 14-15
128 courses 15-16
182 courses 16-17

42% increase from 2016 to 2017
Economic Development

Regional STEM initiative
St. Gobain
Mfg. Day Events
Job Fair
Plastics for K-12
Local and regional EDC’s
Harrison Market
Regional STEM initiative

Increase the number of experiential learning opportunities across Prosperity Region 5

Increase number of MMCC internship opportunities
Measurements

Approximately 450 high school Seniors from Beaverton, Farwell, Harrison & Gladwin visited MMCC and each program (Chris Pellerito, RESD)

36 area employers

66+ area residents seeking employment

Survey data helps us make changes for next year
Small Business Development Center

Michigan Small Business Development Center

2016 Annual Report

THERE'S AN SBDC NEAR YOU!
Non-credit Training Opportunities

- Short term or Rapid Training
  - CDL A
  - Phlebotomy
  - CNA
  - Welding
CNA Evaluation Results - 100% Satisfaction Rating

<table>
<thead>
<tr>
<th>Topic</th>
<th>Evaluation</th>
<th>Date</th>
<th>Number Responded</th>
</tr>
</thead>
<tbody>
<tr>
<td>CNA Training</td>
<td>Evaluation Results</td>
<td></td>
<td>36</td>
</tr>
<tr>
<td>Instructor</td>
<td>Evaluation Scale</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5 - Excellent</td>
<td>4 - Very Good</td>
<td>3 - Good</td>
<td>2 - Fair</td>
</tr>
<tr>
<td>5</td>
<td>4</td>
<td>3</td>
<td>2</td>
</tr>
<tr>
<td>A. Topic Relevance</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Presenter is knowledgeable about topic</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Presenter’s instructional goal is clearly</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Information given is current, valuable and used</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Examples or illustrations used clarify the</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Topic Relevance Average</td>
<td>144</td>
<td>100%</td>
<td></td>
</tr>
<tr>
<td>B. Organization and Planning</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Is the presenter organized and prepared?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Is material presented in a systematic manner?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Are handouts of good quality and useful?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Are audio-visual aids of good quality and did they add to the presentation?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Organization &amp; Planning Average</td>
<td>143</td>
<td>99%</td>
<td></td>
</tr>
<tr>
<td>C. Presentation</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Presenter is articulate.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Presenter is easily heard.</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>3. Presenter exhibits enthusiasm.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4. Presenter communicates effectively.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Presentation Average</td>
<td>144</td>
<td>100%</td>
<td></td>
</tr>
<tr>
<td>D. Human Relations</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. Presenter appears comfortable with group questions and challenges.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Presenter controls the open dialogue effective</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3. Presenter encourages adequate group interaction</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Human Relations</td>
<td>108</td>
<td>100%</td>
<td></td>
</tr>
<tr>
<td>E. Facilities</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1. How would you rate the facilities provided?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2. Was there ample room?</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Facilities Average</td>
<td>72</td>
<td>100%</td>
<td></td>
</tr>
<tr>
<td>Student Satisfaction</td>
<td>100%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Welding Evaluation Results - 100% Satisfaction Rating
Since 2014, MMCC has trained 163 CNA’s with a 96% graduation rate!

MMCC is dedicated to your success and will be with you every step of the way. 96% of our students complete the program successfully!
Phlebotomy Evaluation Results

Classroom Instruction Rating: 87%
Lab Instruction Rating: 100%
Clinical Externship Experience: 88%
Workshops and Contract Training

STTF Helped to Create Opportunity to Bundle Training and create new workshop

- Basic Blueprint Reading
- Shop Math
- Quality Control & Problem Solving
- Precision Instruments
Manufacturing Skills for the Shop Floor

Basic Blueprint Reading & Shop Math
10 Total Hours | $750

This introductory course includes information covering a variety of projection and edge types, title blocks, basic part characteristics, features and dimensions, dimensions of size and location, defining and interpreting tolerances, diameters and angles, and scale and section drawings. Practical application to the local manufacturer's drawings will be stressed.

Proficient math skills are imperative to nearly all occupations. This course conveys purposeful understanding of basic math concepts used in the workplace. Participants will learn about common errors associated with mathematical operations (addition, subtraction, multiplication, and division), parts of a whole (decimals, percents, and fractions), and conversions. Participants who gain improved math skills will make fewer errors and increase overall workplace efficiencies.

3 Sessions
Session One: 4 Hours
Session Two: 3 Hours
Session Three: 3 Hours

Precision Instruments
2 Hours | $150

In this short course, participants will gain a working knowledge of reading and using the basic tape measure, calipers (dial and digital), micrometers (manual and digital), as well as how to care for measuring tools. Participants will apply learned knowledge to relevant, industrial scenarios.

Quality Control and Problem Solving
8 Total Hours | $600

This course will help participants understand the nature of a problem and give them skills to assist in solving workplace problems. Included in the skills presented are defining a problem and generating solutions, brainstorming, considering the 5 "whys," pareto analysis, statistical process control, root cause analysis, and more. Participants who learn and employ these skills can help their companies run more efficiently, resulting in less downtime, less scrap, and fewer instances of poor quality. Throughout the course, quality will be stressed.

Please contact Kristine Stevens, Director of Business and Industry Training, (989) 386-6629 | ksstevens@midmich.edu

ALL 3 TRAINING COURSES
$1,500 per employee
Courses may also be taken individually at listed prices.
Office Skills for Today’s Workforce

**Advanced Excel**
10 Total Hours | $750
- Discover techniques to solve real-world problems, automate repetitive tasks, and create engaging presentation elements within Excel.
- Explore high-impact tools like pivot tables, charts, array functions, what-if analysis, and the variety of ways your data can take shape.
- Learn effective import and export functions to increase efficiency, and how to collaborate with other users on the same workbook.

Participants should have a basic working knowledge of Microsoft Windows and Excel before attending this class.

**Advanced Word**
4 Total Hours | $300
- Are you a Microsoft Word Power User? Freshen up your skills or expand them with this interactive class.
- Master advanced formatting features, document management practices, and create professional forms.
- Expand your expertise to envelope and label printing and mail merge functions to deliver mailings that get where they need to go.

A basic understanding of Word functions should be mastered before attending this class.

**Advanced PowerPoint with Presentation Skills**
4 Total Hours | $300
- Create presentations that WOW when you learn advanced formatting features, animation and transition techniques, and embed various types of media.
- Learn how to track corrections, work with multiple presentations, and manage security and sharing options.
- Enhance your presentation skills with techniques on outline preparation, controlling nervousness, and enriching your presentation with humor.

This program can benefit anyone whose job requires presenting information to others—trainers, meeting facilitators, managers, speakers, etc.

**Advanced Outlook**
2 Total Hours | $150
- Get your messages opened and find emails in a flash!
- Give your email skills a boost and learn how to organize items in Outlook.
- Manage junk mail, use advanced message properties, and customize message appearance for more inbox impact.

Basic knowledge of Outlook is all that's required for this class - everyone benefits from skills that improve workflow!

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**All 4 Training Courses**
$1,500 per employee
Courses may also be taken individually at listed prices.
Employer Satisfaction

100% Satisfaction Rating
Recurring Training Programs

170 Total Students

- Elect. App: 16
- Welding: 31
- CDL-A: 5
- Phlebotomy: 64
- CNA: 37

$240,012
Contract Training Total 2016-17

278 Total Students

$355,625
Total students trained in 2016-17
Small Business Development Center

- Business Plan Development
- Market Research
- Raising Capital
- Financial Management
- Technology Commercialization
- Accessing New Markets (including International)
- Strategic Planning for Growth
- Business Education Workshops
### Consulting Metrics

#### Trend Jan 1, 2016 - Nov 9, 2017

<table>
<thead>
<tr>
<th>Metric</th>
<th>Jan 1, 2017 - Nov 9, 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clients</td>
<td>290</td>
</tr>
<tr>
<td>Consulting Hours C+P</td>
<td>1,456.85</td>
</tr>
<tr>
<td>Clients with Substantive Impact</td>
<td>36</td>
</tr>
<tr>
<td>Category</td>
<td>This YTD vs. Annual Goal</td>
</tr>
<tr>
<td>---------------------------</td>
<td>--------------------------</td>
</tr>
<tr>
<td></td>
<td>2017</td>
</tr>
<tr>
<td></td>
<td>🌟</td>
</tr>
<tr>
<td>Loans Received</td>
<td>6,801,000.00</td>
</tr>
<tr>
<td>Capital Formation</td>
<td>9,765,694.00</td>
</tr>
<tr>
<td>Jobs Retained</td>
<td>17.00</td>
</tr>
<tr>
<td>Jobs Created</td>
<td>86.00</td>
</tr>
<tr>
<td>Business Starts</td>
<td>20</td>
</tr>
<tr>
<td>Sales Increase</td>
<td>666,400.00</td>
</tr>
<tr>
<td>Total Clients</td>
<td>289</td>
</tr>
<tr>
<td>Contact Time</td>
<td>766.19</td>
</tr>
<tr>
<td>Prep Time</td>
<td>684.31</td>
</tr>
<tr>
<td>Contact + Prep Time</td>
<td>1,450.50</td>
</tr>
<tr>
<td>LT Clients</td>
<td>96</td>
</tr>
</tbody>
</table>
2017-18 YTD Measurements

1. Capital Formation via the SBDC - $9,765,694

2. # of Distinct Clients counseled via the SBDC - 290

3. Student Satisfaction Rate for all Tech Center programs - 95%

4. # of Training Hours via Tech Center program - 10,326