

# DELTA SIERRA

## Adult Education Alliance



*Supporting San Joaquin Area Adult Learners achieve success in college, career and community.*

## San Joaquin Area Health Sector Partnership



# Presentation Overview

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1. Consortium Overview and Context
2. Sector Partnership Background
3. Securing Industry Support
4. Engaging employers, educators, and workforce development
5. Braiding funding
6. Achieving quick wins
7. Overall discussion



# Delta Sierra Adult Education Alliance (DSAEA)

DSAEA is the AEBG consortium for San Joaquin County and adjacent areas within the Delta College service area.

## Members

- Lodi Adult School
- Manteca Adult School
- Stockton School for Adults
- Tracy Adult School
- San Joaquin Delta Community College District
- San Joaquin County Office of Education
- Calaveras County Office of Education
- River Delta Adult School

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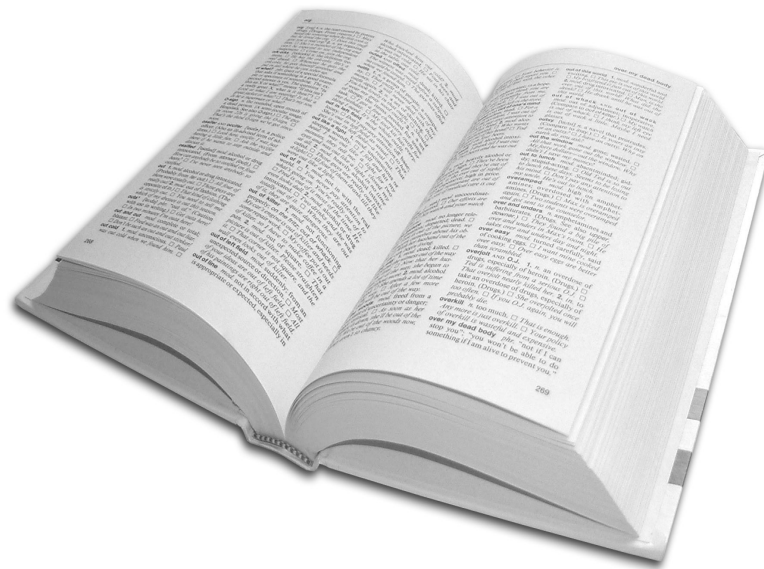
# Delta Sierra Consortium's Overall Priorities

- Create a systems of pathways and bridges to college, career and community
- Collaborate with regional partners to develop career pathways in priority sectors:
  - Health Care
  - Manufacturing
  - Transportation / Logistics
  - Entrepreneurship
  - Early Childhood Education
- Prototype pathway-bridges using the Healthcare Industry

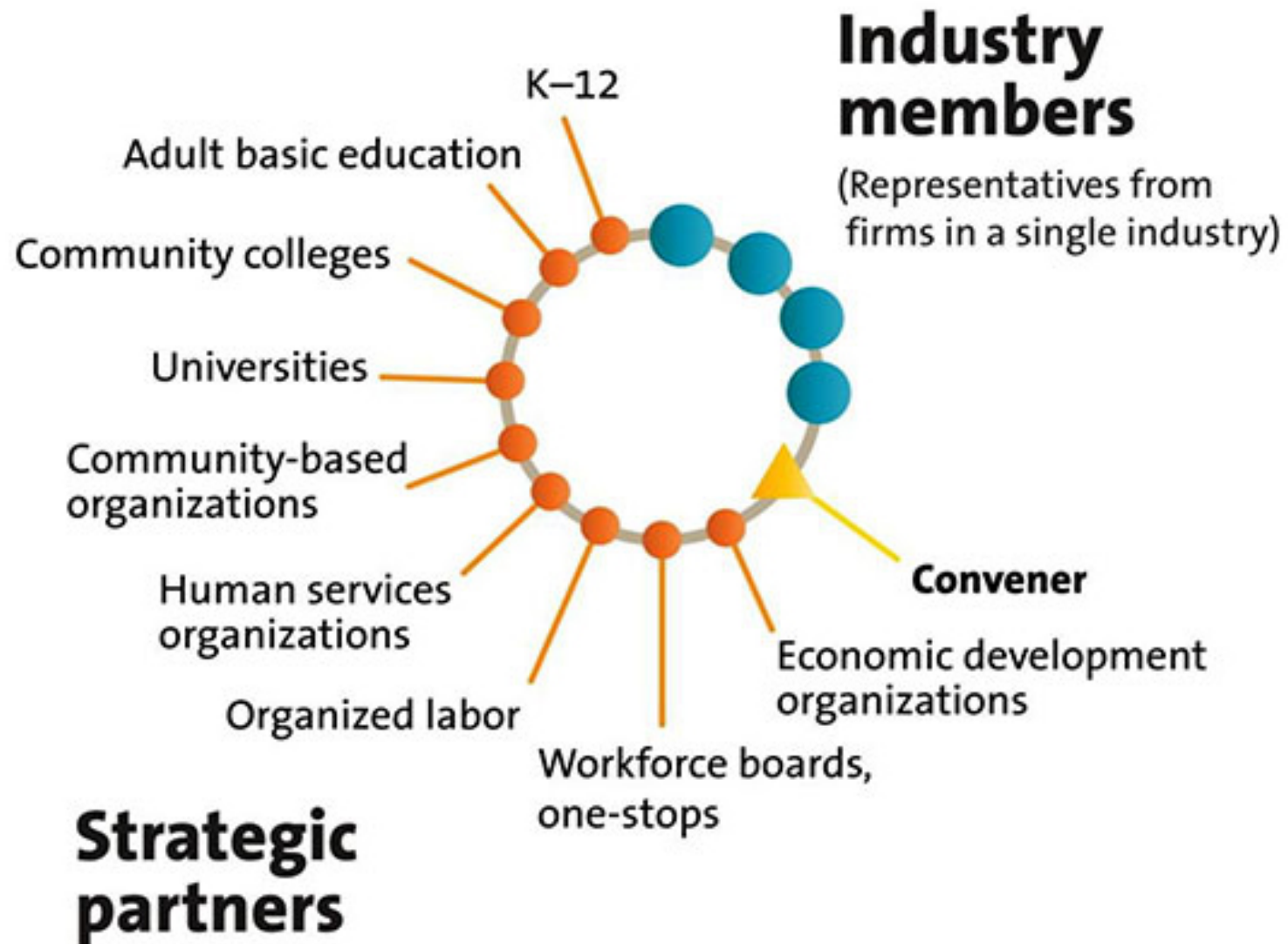


# Health Sector Partnership Overview

**Sector partnerships** are *regional, industry-specific* approaches to economic and workforce development that *create solutions* to problems faced by *employers* in a target industry and by *people who want to work* in that industry.



# Sector Partnership Model

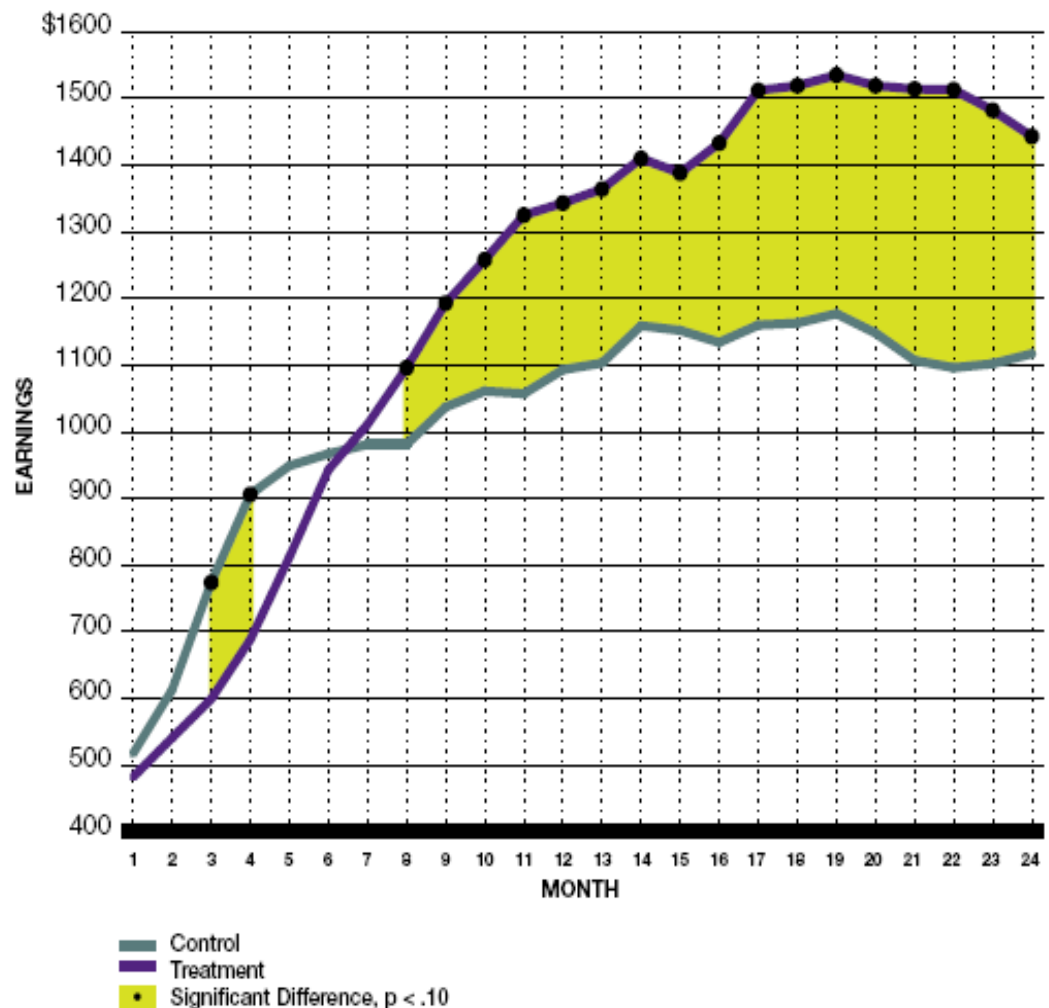


# Benefits for Participants

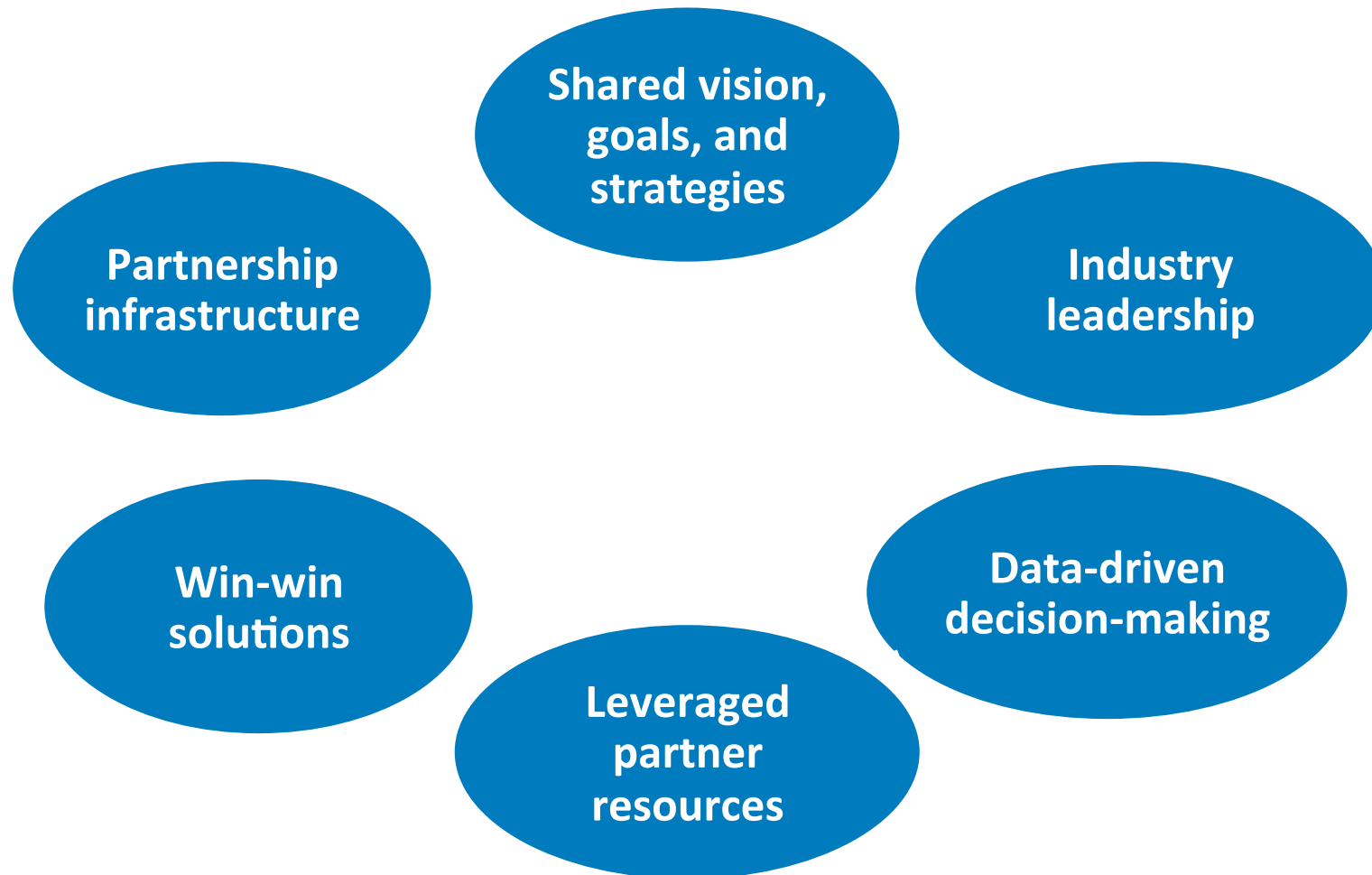
A random assignment study of 1,014 individuals showed: **participants in sector partnerships earned 18.3% — about \$4,500 — more than members of the control group over the 24-month study period.**

Participants were also **more likely to work** and to work in jobs with **higher wages and benefits.**

**Figure 1: Total Earnings by Month**

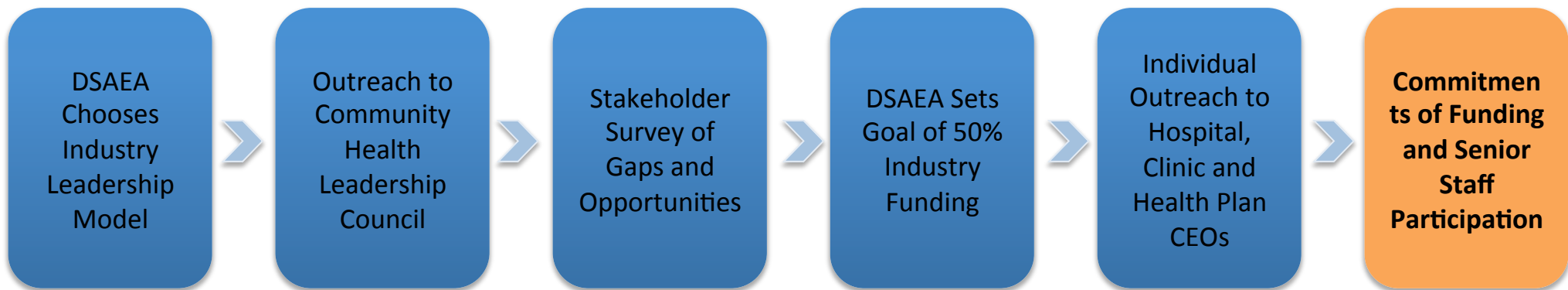


# Core Practices of Sector Partnerships





# Securing Industry Support



January  
2016

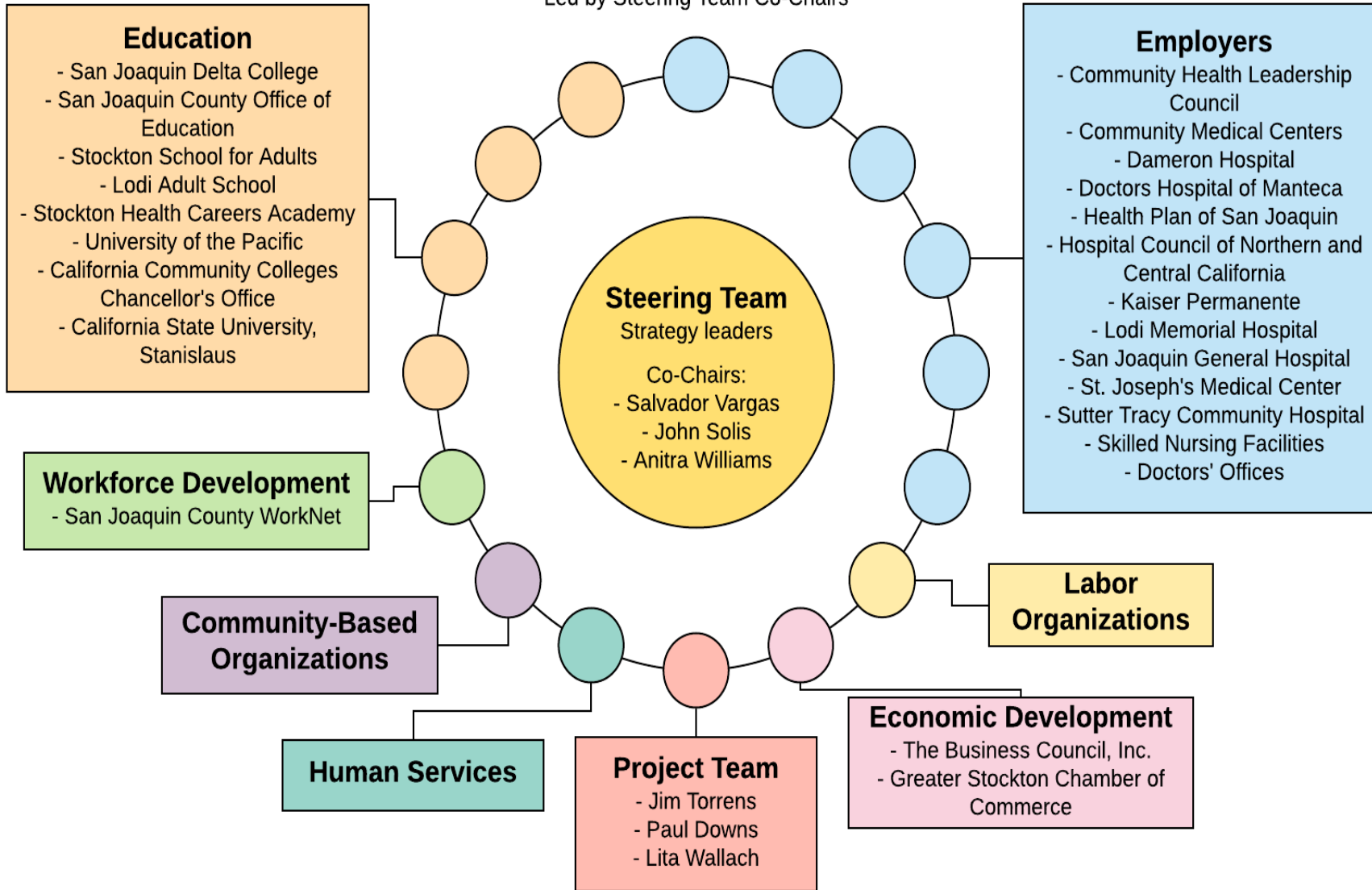
June 2017



# San Joaquin Area Health Sector Partnership

## Health Sector Strategy Group

Led by Steering Team Co-Chairs



## Executives Council

Decision-making body; approves and signs on to plans; champions the initiative.

Co-Chairs: Chuck Winn, Kathy Hart, Daniel Wolcott

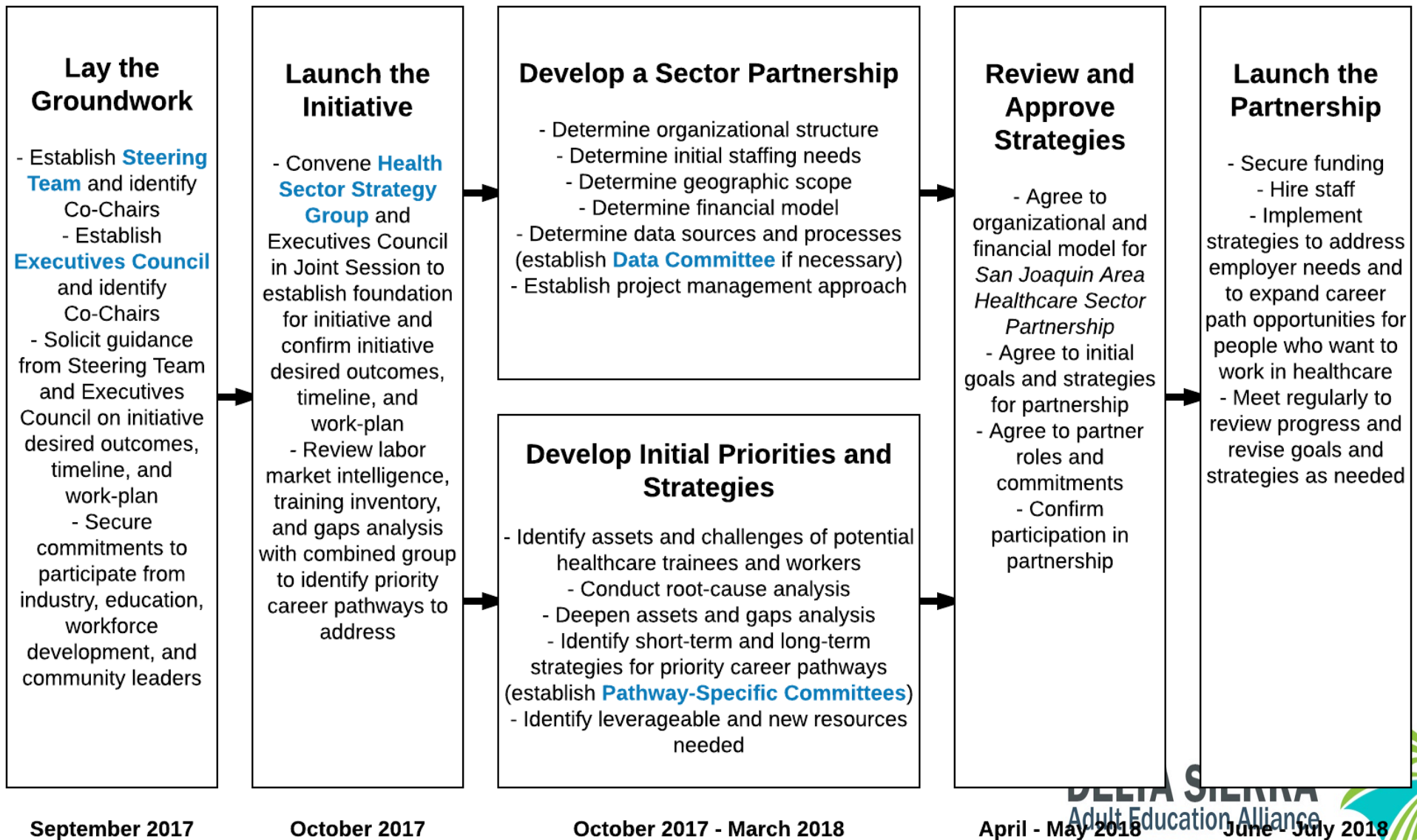
# San Joaquin Area Health Sector Partnership



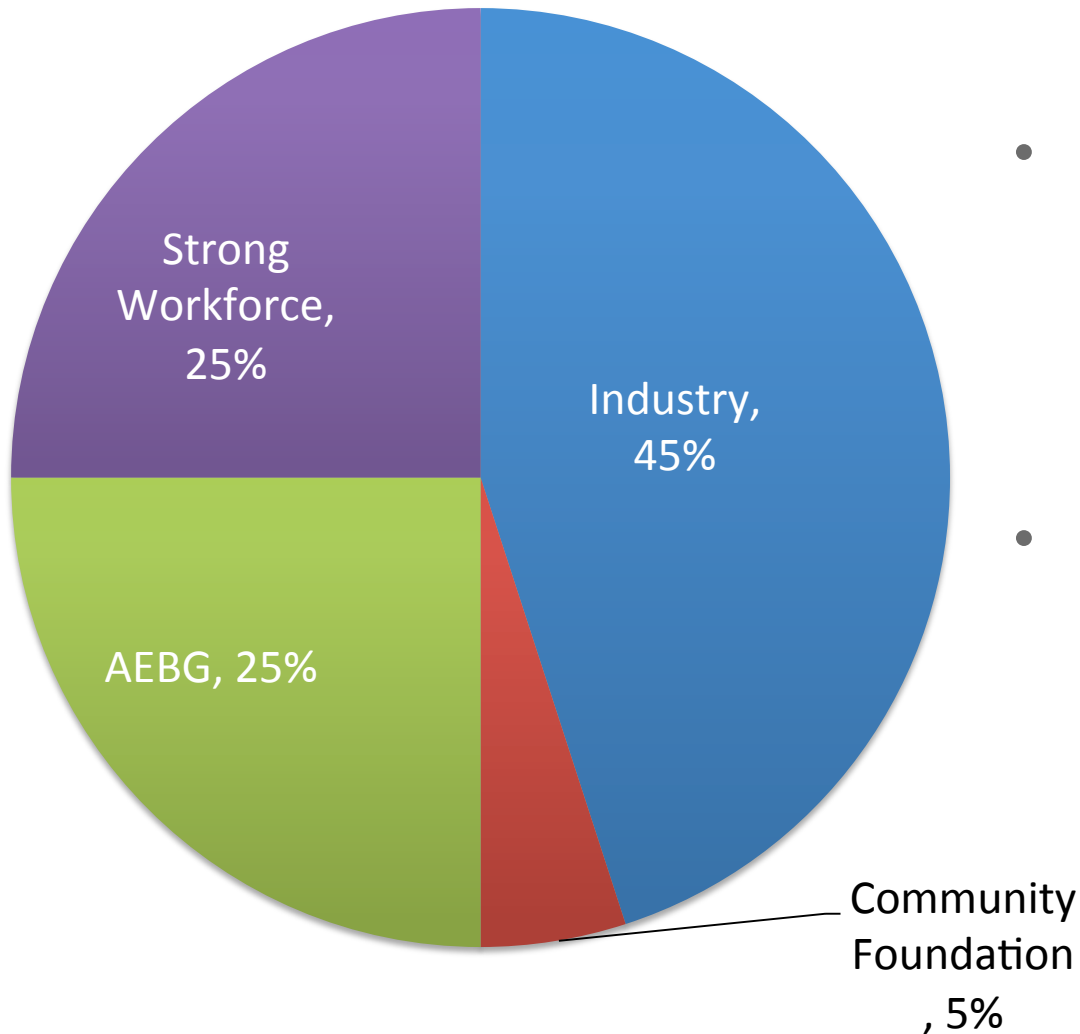
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# Engaging Employers, Educators and Workforce Development



# Braided Funding



- Benefits
  - Promote industry ownership and support
  - Leverages educational funding
  - Establishes precedent for collaborative investment
- Challenges
  - Labor intensive
  - Administrative complexity



# Quick Wins

- Quick wins
  - Demonstrate the impact of convening the sector partnership
  - Are accomplished in the short-term
  - Create energy and motivation while building long-term strategies
  
- Quick Win #1: Incumbent Medical Assistants Career Development
  - Focus Group with medical assistants – December 2017
  - Medical career pathways exploration day – February/March 2018
  - Integration into Sector Strategic Plan

# Initial Lessons Learned

1. Building genuine industry leadership takes time and resources
2. Need to have a person or team to with clear accountability to build the vision and catalyze action
3. Leverage existing structures and relationships
4. Establishing sustainability is a core challenge



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[DeltaSierraAdultEd.org](http://DeltaSierraAdultEd.org)