Key Learning from Customers

Employer & Higher Education Needs

- The learning from more than 100 one-on-one interviews among CEOs, Chancellors, Community College Presidents and K-12 educators
    - There is great passion among the recipients of the graduates of the system for creating a world-class K-12 education system across the region.
    - The CEOs report finding it difficult to find highly skilled applicants for technical jobs.
    - The community colleges and universities report having to provide remediation for entering freshman before they can begin taking college level courses.
    - There is great pain around this issue and fixing it is a high priority.
    - Developing an exceptional K-12 education system across the region was consistently viewed as a powerful asset in recruiting technology companies and top talent to want to locate in the region.
- The hiring needs of the CEOs are broader than the need for science and math skills. They also need employees that are problem solvers, innovators and have the ability to function effectively in a team.
- There are approximately 3,000 to 5,000 unfilled jobs across the local region that pay an average salary of $65,000. The majority of these jobs require a 2 year Associate Degree in a technical area. These employers need applicants that can apply science and math and who have been immersed in applying 21st Century Job Skills.