



*June 13, 2017 – WestGate Academy, Odon, IN*

## **Partnership Management:**

*Why Organizations Providing Wraparound Services are Key Partners*



Indiana Black Expo, Inc.

# Who Are We?

- Indiana Black Expo, Inc. was founded in 1970 to serve as an effective voice and vehicle for the social and economic advancement of African-Americans. Our primary goal is to **improve the quality of life** for **ALL** individuals residing in Indiana.
- **Our Vision:** that African-American youth and families achieve their highest potential and reflect pride in their ethnicity.





# opportunities **Indy** Collective Impact Initiative

- Indianapolis-based
- Workforce Development Focus Area

## *Targeted Outcomes*

- All African-American males between the ages of 14 - 24 are prepared for success in the workforce and are gainfully employed in a career-track job upon completion of high school or college.
- Partners:
  - Lead Partners: EmployIndy, Ivy Tech, Indy Chamber, MCCOY
  - Universities
  - Social Service Agencies
  - Community Centers
  - Funders (i.e., Strada Education Network)





Indiana Black Expo, Inc.

# IBE Year Round Programs

**opportunIndy** Collective impact model to help improve the life outcomes of young African-American males.

**OUR FIVE BIG OUTCOMES:**

OpportunIndy's commitment to expanding opportunities that change lives will make for a stronger and more vibrant community.

**INCREASE** Increase the number of young African-American males who attend college.

**INCREASE** Increase the percentage of young African-American males who are employed.

**DECREASE** Decrease the number of young African-American males who are incarcerated.

**DECREASE** Decrease the number of young African-American males who are homeless.

**DECREASE** Decrease the number of young African-American males who are in foster care.

What can you do to achieve these FIVE BIG OUTCOMES in your own circle of influence? We invite you to share your progress with us!

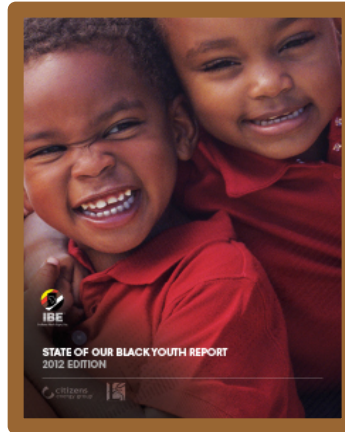
**FOUR CRITICAL AREAS:**

The collective work of OpportunIndy includes strategies and actions that address each of our four focus areas.

**EDUCATION** **EMPLOYMENT** **JUSTICE** **HEALTH**

www.opportunindy.com

OpportunIndy



State of our Black Youth



Minority Business Conference  
•1,500+ attendees



Employment Opportunity Fair  
•1,500+ attendees



Children's Day  
•4,500 attendees



Education Conference  
450+ attendees



**IBE**<sup>®</sup>

Indiana Black Expo, Inc.

# IBE Year Round Programs



Scholarship Fund  
•2.7 million awarded



Youth Media Institute  
•100+ participants per semester



Indiana College & Scholarship Fair  
•700+ attendees



Youth Leadership Summit  
•250+ attendees



Circle City Classic<sup>®</sup> Coronation  
•30 participants per year



Parent Leadership Academy  
•140 participants per year



Youth Football & Cheer Clinic  
•250+ participants



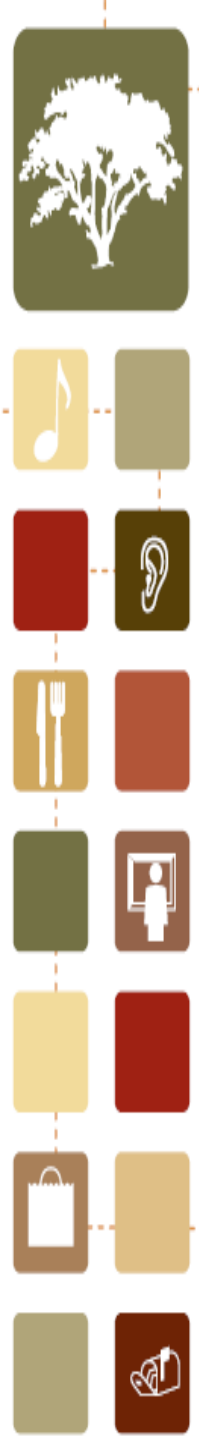
**IBE**<sup>®</sup>

*Indiana Black Expo, Inc.*

# A List of Programs & Services



- The College and Scholarship Fair
- The Dr. Martin Luther King, Jr. Media Contest and Day of Service
- State of Our Black Youth Initiative
- Statewide Education Conference
- Parent Leadership Academy
- Children's Day Health Initiative
- Family Fun Zone Health & Wellness Initiative
- Statewide Youth Leadership Summit
- Circle City Classic ® Scholarship Fund
- Circle City Classic® Coronation
- Circle City Classic® Youth Football and Cheerleading Clinic
- Youth Media Institute
- The Minority Business Conference and
- The Tobacco Prevention & Cessation Initiative
- OpportunIndy
- Annual Summer Celebration
- Youth Leadership Summit
- IBE Business Conference
- Employment Opportunity Fair
- Annual Education Conference



Jennifer Darby  
Vice President of Administration and Programs  
Indiana Black Expo, Inc.  
3145 N. Meridian  
Indianapolis, Indiana 46208  
317. 923.3043  
[jdarby@indianablackexpo.com](mailto:jdarby@indianablackexpo.com)



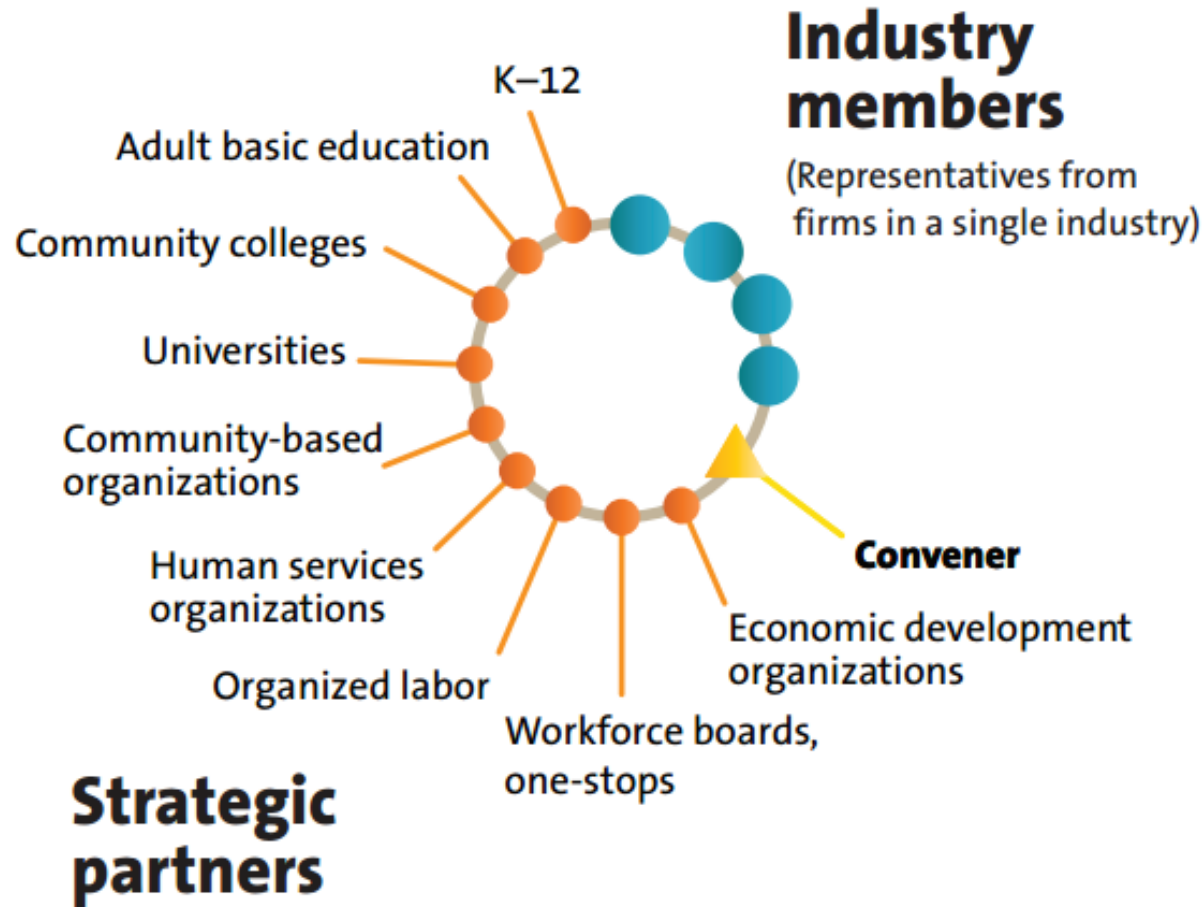
# Service Providers Role in Sector Partnerships

Jessica Fraser

[jfraser@incap.org](mailto:jfraser@incap.org)



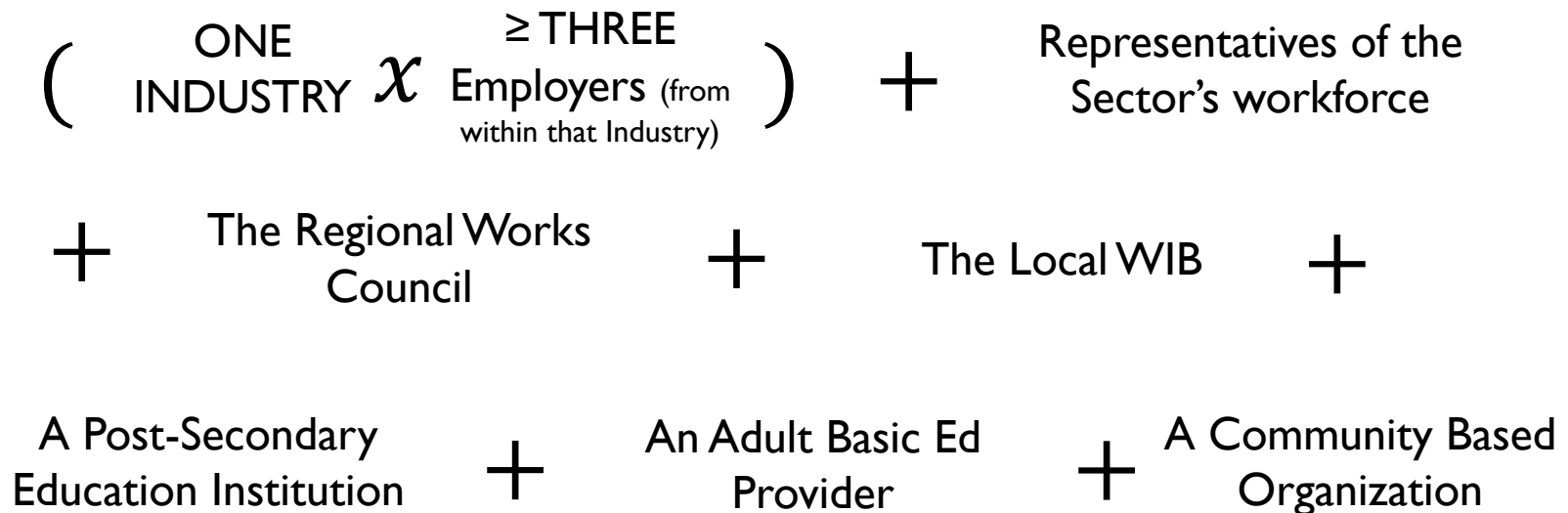
# Sector partnership members



*Illustration courtesy of National Governors Association*

# A Regional Sector Partnership

=



Other Opportunities for partnership include:

Local government, economic development organizations, chambers of commerce, trade associations, representatives of K-12 education, and other entities.

# Why are Direct Service Providers Essential?

## Clearing the Jobs Pathway



### Removing Non-Academic Barriers to Adult Student Completion

Poverty & Lack of Economic Self-Sufficiency

Nutrition Assistance Eligibility

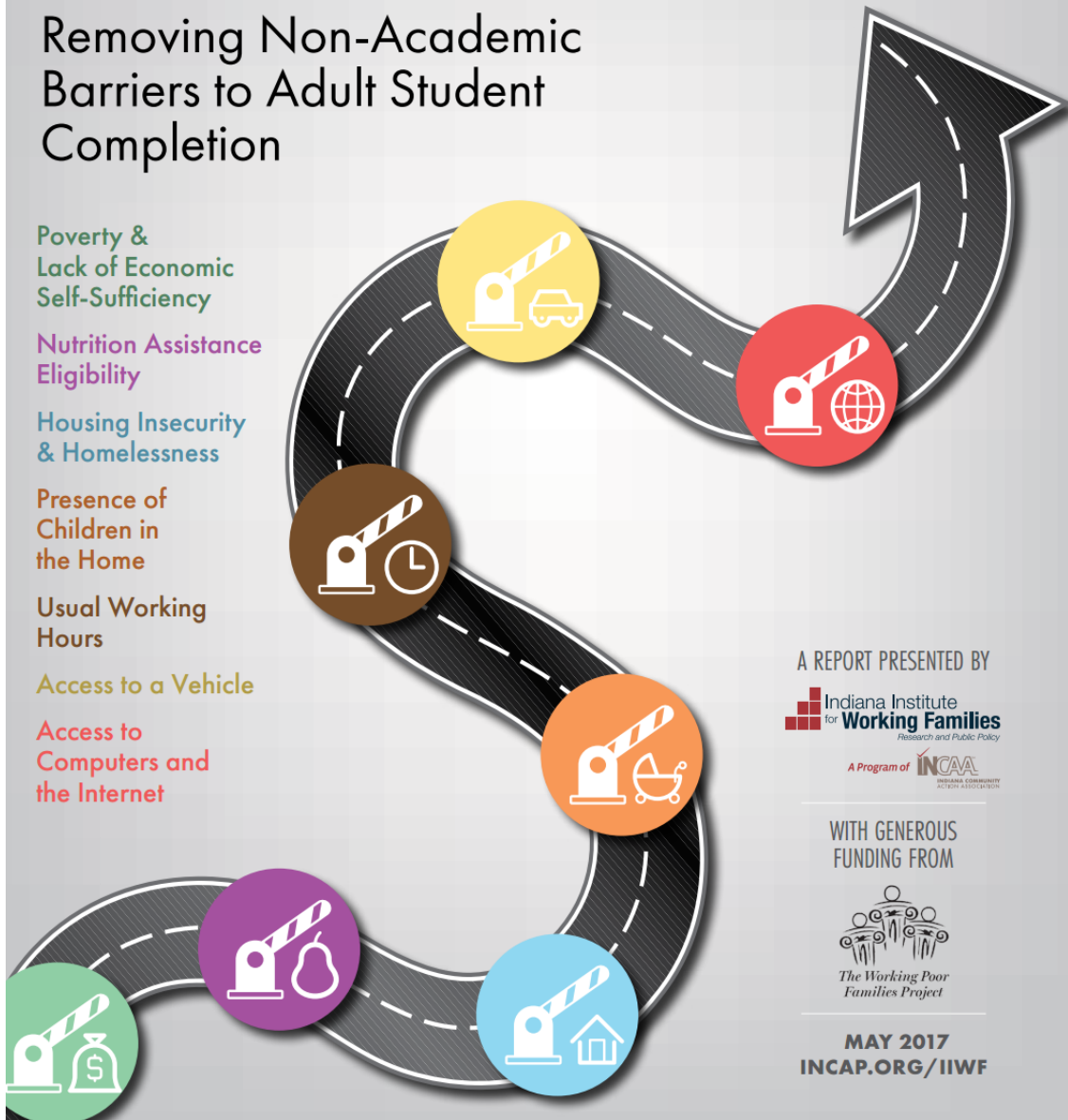
Housing Insecurity & Homelessness

Presence of Children in the Home

Usual Working Hours

Access to a Vehicle

Access to Computers and the Internet



A REPORT PRESENTED BY



A Program of **INCAA**  
INDIANA COMMUNITY  
ACCESS TO EDUCATION

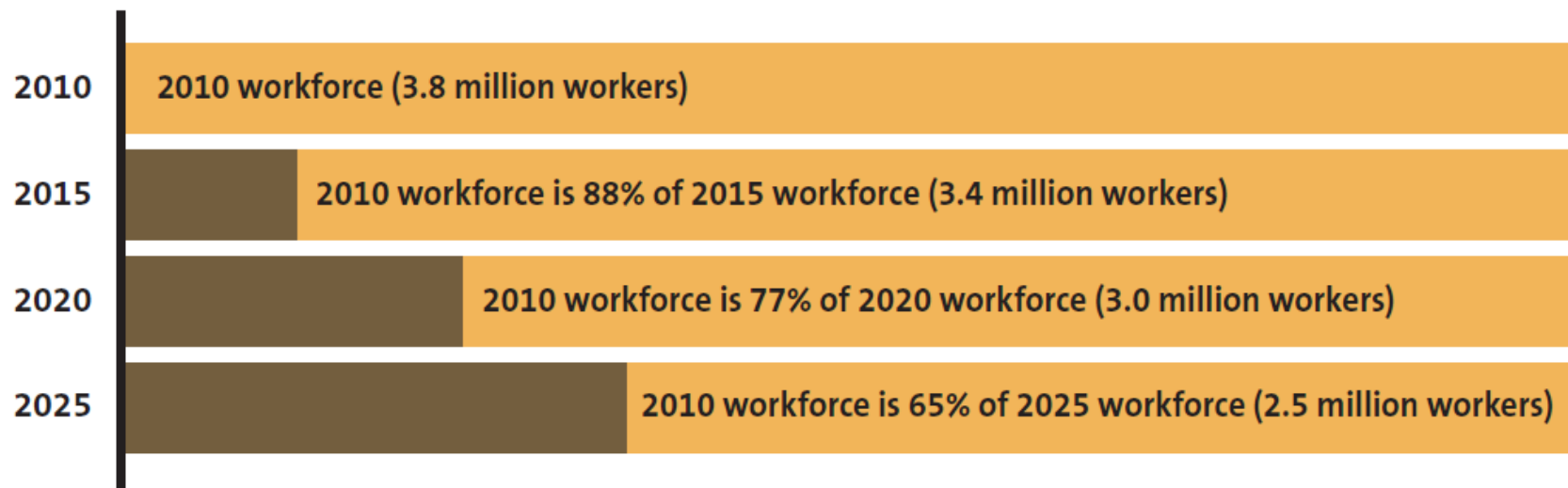
WITH GENEROUS  
FUNDING FROM



The Working Poor  
Families Project

MAY 2017  
[INCAP.ORG](http://INCAP.ORG) / [IIWF](http://IIWF)

# Can't Solve Skills Mismatches or Shortages WITHOUT Adults!



Source: Calculated by National Skills Coalition using population projections from the Indiana Business Research Center.

In 2015, Indiana ranked 41st in the nation, with 30 percent of prime working-age adults ages 25 to 54 with only a high school diploma or equivalent.

An additional 10.5 percent don't even have a high school diploma.

# High School Diploma/ Equiv.

## OR Less

(Pop. 25 and over)

Bartholomew County-	44%
<b>Jefferson County-</b>	<b>52.8%</b>
<b>Knox County-</b>	<b>49.9%</b>
<b>Lawrence County-</b>	<b>55.6%</b>
<b>Martin County-</b>	<b>60.1%</b>
Vanderburgh County-	44.6%

# Non-Academic Barriers to Adult Student Completion



**POVERTY & LACK OF ECONOMIC SELF-SUFFICIENCY**



**NUTRITION ASSISTANCE ELIGIBILITY**



**HOUSING INSECURITY & HOMELESSNESS**



**THE PRESENCE OF CHILDREN IN THE HOME**



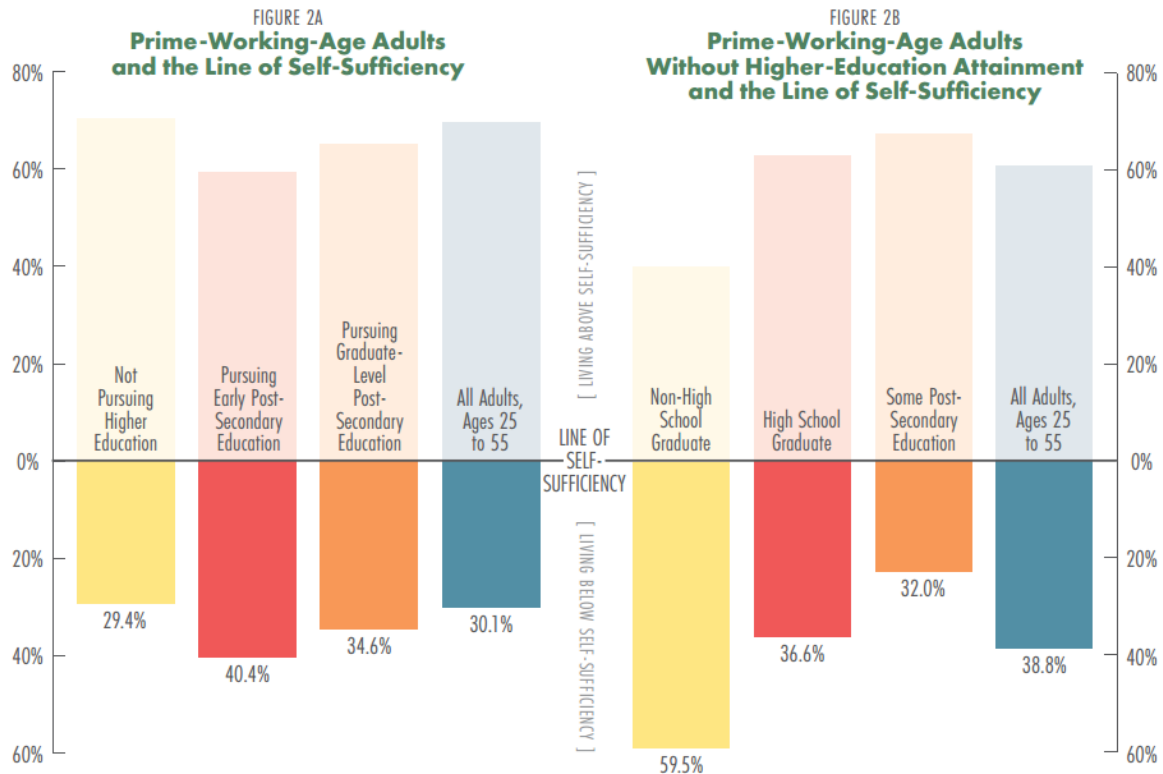
**USUAL WORKING HOURS**



**LACK OF ACCESS TO A VEHICLE**



**ACCESS TO COMPUTERS AND THE INTERNET**



## Non-Academic Barriers to Adult Student Completion



**POVERTY & LACK OF ECONOMIC SELF-SUFFICIENCY**



**NUTRITION ASSISTANCE ELIGIBILITY**



**HOUSING INSECURITY & HOMELESSNESS**



**THE PRESENCE OF CHILDREN IN THE HOME**



**USUAL WORKING HOURS**



**LACK OF ACCESS TO A VEHICLE**



**ACCESS TO COMPUTERS AND THE INTERNET**

TABLE 3A

### Indiana Adults with Children Ages 5 to 17

	With Children 5 to 17	All Adults	% With Children 5 to 17
Not Attending	758,604	2,477,500	30.6%
Sub-Baccalaureate	37,699	119,965	31.4%
Graduate Studies	9,625	47,760	20.2%
<b>All Adults</b>	<b>807,488</b>	<b>2,645,225</b>	<b>30.5%</b>

TABLE 3B

### Indiana Adults with Children Under 5

	With Children Under 5	All Adults	% With Children Under 5
Not Attending	190,328	2,477,500	7.7%
Sub-Baccalaureate	9,963	119,965	8.3%
Graduate Studies	4,545	47,760	9.5%
<b>All Adults</b>	<b>205,091</b>	<b>2,645,225</b>	<b>7.8%</b>

82.3% of students in post-secondary education participate in the workforce.  
47% of adult students enrolled in sub-baccalaureate programs work full-time.



# Service Providers can help align and 'braid' funding streams

- Workforce Investment Act (WIA) Title I training funds
- WIA Title II adult education funds
- Governors' WIA discretionary funding;
- State general revenue
- Incumbent worker training funds
- Temporary Assistance to Needy Families (TANF) funds
- Vocational rehabilitation funds
- State education funds
- **Philanthropic contributions**
- Direct employer contributions
- Fee-for-service funds
- **Funds from community organizations, such as Goodwill or United Way**

# Service Providers Can Include:

- Community Action Agencies
- United Ways
- Providers serving a specific need
  - ARC etc.
  - Re-entry
- Religious Based Providers-
  - Catholic Charities
  - Lutheran Social Services

**When in doubt, check out the Indiana Coalition for Human Services membership roster!**



**WHY ORGANIZATIONS  
PROVIDING WRAPAROUND  
SERVICES ARE KEY PARTNERS**

**Megan Stevenson, The Arc of Indiana**

**Indiana Sector Strategies Regional Convening  
Odon, IN - June 13, 2017**



# THE ARC OF INDIANA

- Started in 1956 by families
- OUR MISSION: The Arc of Indiana is committed to all people with intellectual and developmental disabilities realizing their goals of learning, living, working and fully participating in the community.
- A statewide advocacy organization for issues important to people with intellectual and other developmental disabilities.
  - 43 local chapters
  - Over 27,000 individual members
- Employment is a priority for us and people with disabilities.

# FACTS

- According to the U.S. Bureau of Labor Statistics, in 2011, unemployment among individuals with disabilities was 82%.
- In the absence of employment, people with disabilities are forced to seek government assistance.
- People with disabilities are proven good employees who take pride in their work, work hard and are reliable.
- Employers report a higher workforce morale when people with disabilities are a part of their team.

# MORE FACTS

- Studies show that workers who have disabilities are consistently rated high in performance, attendance, and productivity. When it comes to reduced turnover costs, research has found that workers who have disabilities stay in their jobs, eliminating turnover costs.
- Studies have shown for many employers who have added people with disabilities to their workforce, productivity has gone up and worker's comp claims have gone down.

# PEOPLE WITH DISABILITIES: AN UNTAPPED LABOR POOL IN INDIANA

- We can address the needs of the community we serve, but also address worker shortages and workforce needs throughout many industries.
- People with disabilities are successful in learning and maintaining skills important to many industries.
- People with disabilities have skills that businesses need, both technical job skills and transferable problem-solving skills developed in daily life.

# PEOPLE WITH DISABILITIES

- In Indiana approximately 11% of the population has a disability.
- That translates to roughly 612,000 people ages 16-64.
- Indiana needs one million trained employees to fill projected positions in the next 10 years.
- According to a University of Massachusetts survey, 92% of the American public view companies that hire people with disabilities more favorably than those that do not.



# THE ARC'S TRAINING INSTITUTE

- The training institute is teaching people with disabilities best practices in the hospitality, food services and healthcare industry and providing them with hands-on work experience that aids in their success.
- They earn a Stackable Workforce Credential for them to take back to their local communities to assist them in looking for job opportunities.

# THE ARC'S TRAINING INSTITUTE AND TEACHING HOTEL

- The Arc of Indiana created the nation's first teaching hotel and training institute for people with disabilities.
- Primary goal is to provide postsecondary training opportunities that will successfully train people with disabilities in the hospitality, food services and healthcare industry resulting in their employment.

# HOW CAN YOU REACH PEOPLE WITH DISABILITIES WHO WANT TO WORK?

- Community Service Providers, local chapters of The Arc are motivated to find community, integrated employment.
- Providers can help provide job coaches to help your business get the results you want.
- High School Transition Fairs.
- Vocational Rehabilitation Services motivated to place workers with disabilities.

THANK YOU FOR THE OPPORTUNITY

QUESTIONS/CONCERNS

Megan Stevenson

Director, Erskine Green Training Institute

The Arc of Indiana

[mstevenson@arcind.org](mailto:mstevenson@arcind.org)

317-977-2375