



Statutory Purpose Monitoring Overview
Business and Industry Services
2021-22 Academic Year Review

**Business and Industry Services
Purpose**

To design and deliver customized training, consulting services, and technical assistance in partnership with public and private sector employers to further economic development.

College Statutory Purposes

Fox Valley Technical College, consistent with statutorily mandated purposes, holds to the following purposes:

Focus on our Students

- Deliver (a) Associate Degree, Diploma, and (b) certificate-level educational programs which provide the skills and knowledge necessary to address occupational competencies from initial job-entry to advanced certification.
- Provide (a) basic skills programming and (b) counseling services necessary to enhance the success of students.
- Offer educational programming and supportive services for special populations to address barriers prohibiting participation in education and employment.

Focus on our Regional Employers

- Provide training and education to upgrade the occupational skills of individuals and the business and industry work force.
- Design and deliver customized training, consulting services, and technical assistance in partnership with public and private sector employers to further economic development.
- Offer related academic and technical support courses for joint labor/management apprenticeship programs.

Focus on our K-12 & Community Partners

- Provide community services and avocational or self-enrichment activities.
- Collaborate with secondary schools, colleges, and universities to enable students' smooth passage between educational systems.

Board Policy IV.B

Adopted: 12/13/94

Reviewed: 08/28/98, 08/25/01, 9/19/06, 09/16/08, 09/18/12, 02/17/15, 7/11/16

Revised: 09/15/98, 09/20/11, 09/18/12, 7/11/16

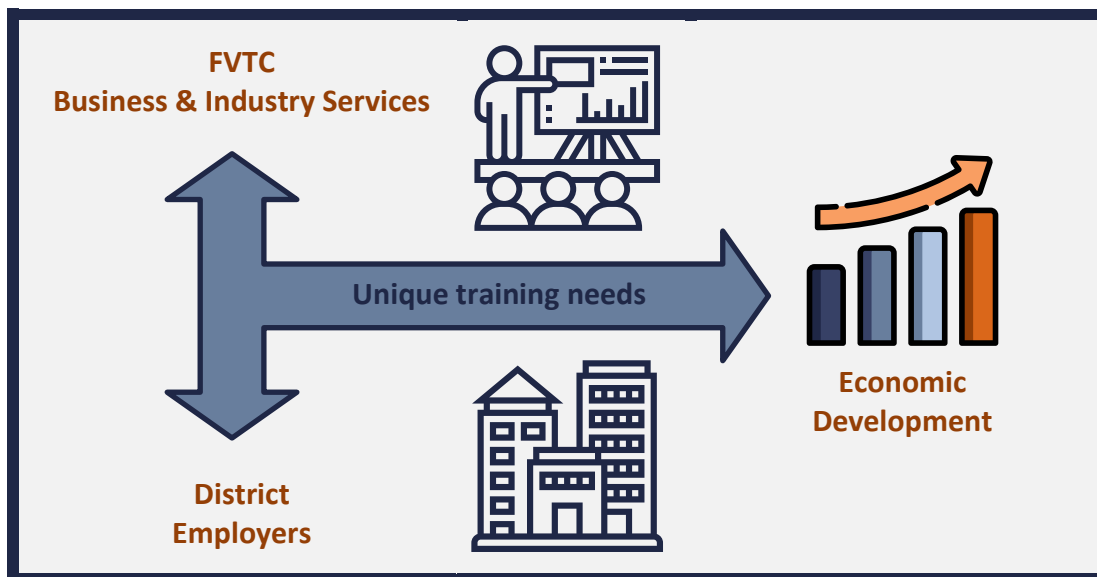
Focus on our Regional Employers

Purpose:

Design and deliver customized training, consulting services, and technical assistance in partnership with public and private sector employers to further economic development.

Overview

The Business and Industry Services (BIS) division of the College works with district employers to align their unique organizational needs for skills development and process improvement with the extensive industry expertise of FVTC faculty. Through a collaborative approach, training and technical assistance solutions target specific areas including technical skill gaps, process improvement, leadership, workplace safety, and communication skills. This approach consistently helps organizations improve profitability, expand organizational capacity, and enhance employee career pathways, which contribute to robust economic development in the College district.



Focus on our Regional Employers

What We Do

The design of FVTC's customized training and technical assistance services reflects the client's unique business, cultural, and market-driven requirements. Organizations today face many common challenges including succession planning, operational efficiency, process improvement, and addressing critical skill gaps. Acting as a collaborative partner, the BIS team leverages its web presence through timely response to service requests and face-to-face solution building to ensure the proper design and execution of training.

FVTC utilizes an integrated model of sourcing faculty and staff from its rich variety of degree programs and certificates to deliver customized training and technical assistance services to district organizations, onsite or at college locations. In turn, the staff members involved with training and technical assistance assignments can bring relevant industry experiences, perspectives, and challenges back into the classroom. This shared learning between industry and academic programs offers the rigor of academic instruction to industry while making certain that academic programs reflect current industry practices and technology.



Customized Training

- Courses
- Seminars and workshops
- Professional development
- Credit-based career pathways



Technical Assistance

- Consulting
- Facilitation
- Training plan development
- Strategic planning
- Assessments
- Prototyping
- Digital content creation
- Curriculum development



Other Services

- Facility rentals (rooms and equipment)

Focus on our Regional Employers

For Whom

Through long-term workforce and process improvement partnerships, FVTC is a preferred provider of business solutions to employers and organizations. Each industry cluster across the College provides some level of customized training and technical assistance to our industry partners. To serve a broad range of employers, the College maintains consistent and coordinated outreach efforts through organized campaigns, using multiple communications platforms and tools. This outreach serves as a continuous contact point with employers, reminding them of training and technical assistance opportunities throughout the year.

Participant and Employer Satisfaction

Participant feedback is requested at the conclusion of each training session. The instructor, instructional content, level of learning experience, and overall satisfaction with the training experience are evaluated. In addition, the employer is polled at the completion of the contracted training event to determine the level of customer service experienced, the overall value of the training, and whether the employer would employ the College again for future training.

At What Cost

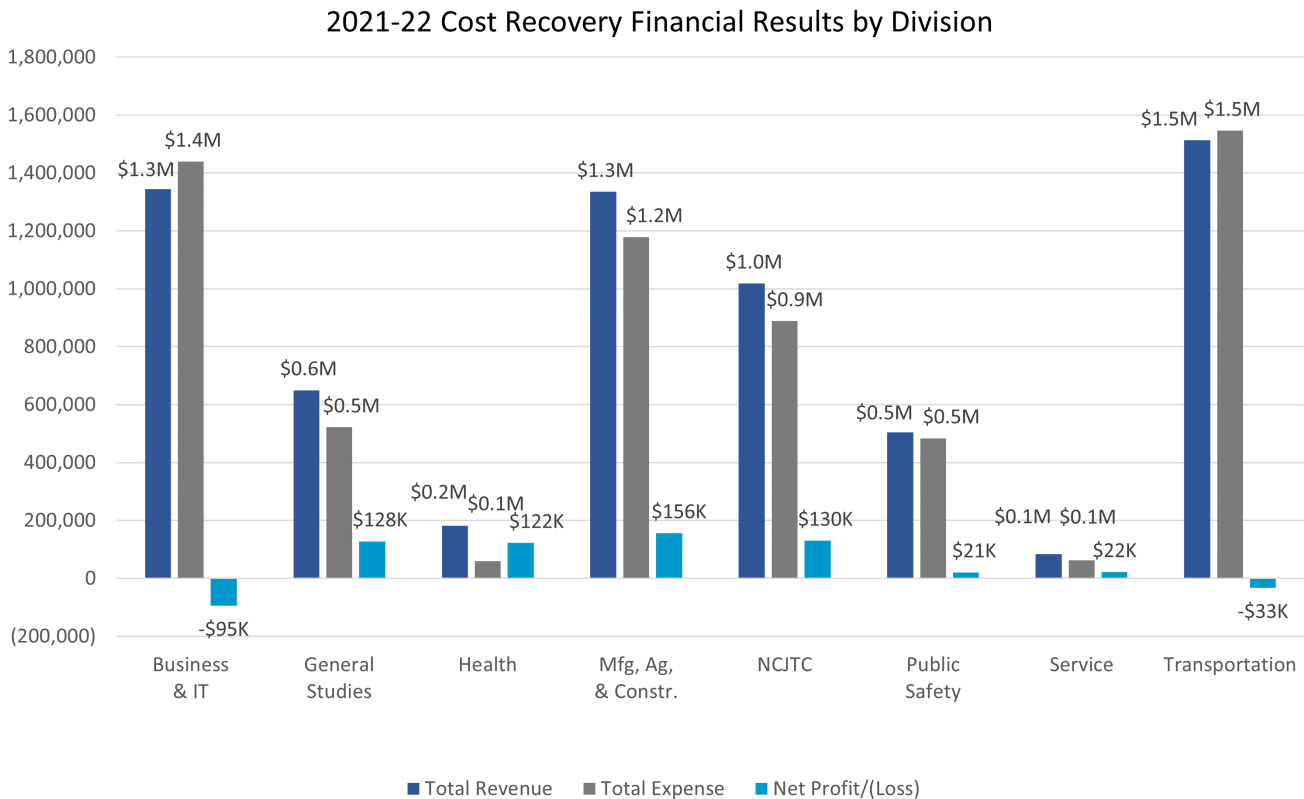
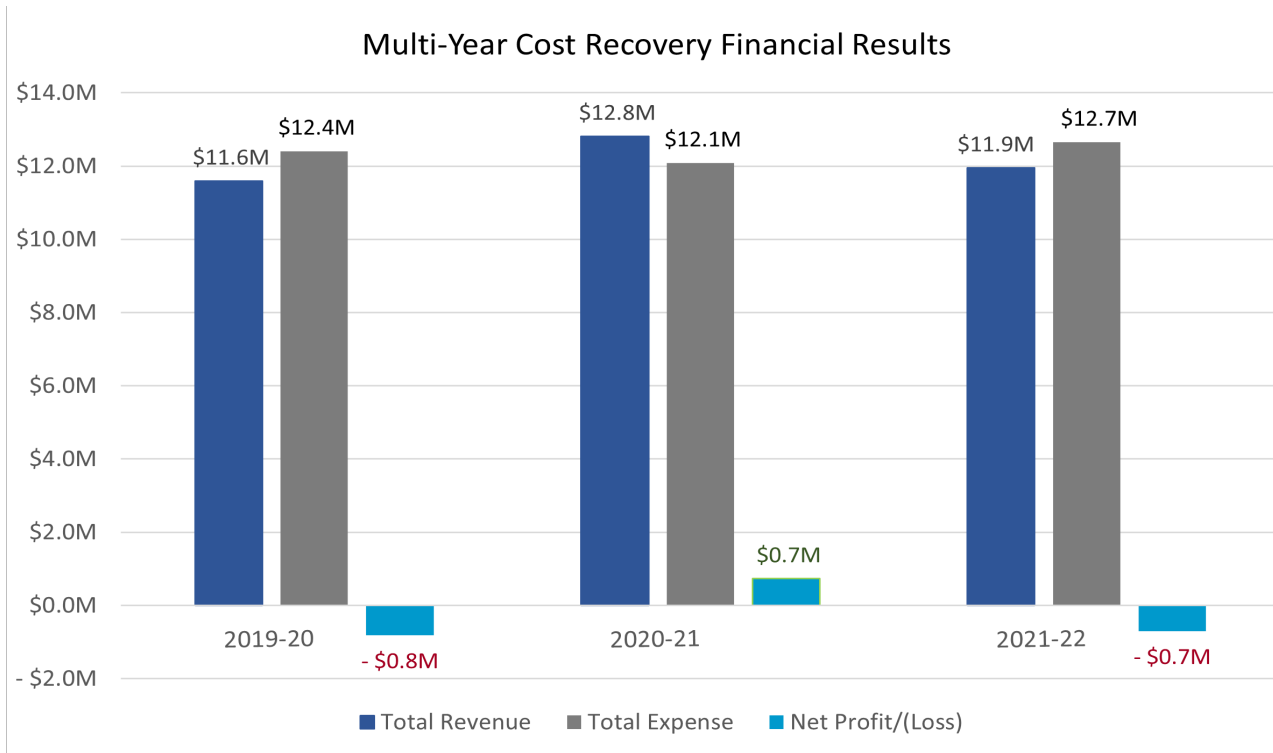
FVTC contract training and technical assistance delivers services to organizations in a way that elevates their workforce while recovering the cost to the College for those services. The College delivers these services on a fee-for-service basis in a way that does not negatively impact college operations, reflects market based rates, and recovers the direct cost of the faculty, equipment and training engagements.

*Focus on our **Students**:*

- Demographics:
 - Gender:
 - 53% Male (+6% from 2020-21)
 - 47% Female (no change from 2020-21)
 - Age:
 - 15-18: 6% (+4% over 2020-21)
 - 19: 3% (+2% over 2020-21)
 - 20-24: 12% (+4% over 2020-21)
 - 25-39: 39% (-3% from 2020-21)
 - 40-61: 36% (-7% from 2020-21)
 - Not Specified: 4% (+2% over 2020-21)
 - Ethnicity:
 - American Indian: 4% (+4% over 2020-21)
 - Asian: 3% (no change from 2020-21)
 - Black: 5% (+3% over 2020-21)
 - Hispanic: 8% (+1% over 2020-21)
 - Pacific Islander: <1% (no change from 2020-21)
 - White: 69% (-4% from 2020-21)
 - 2 or More Ethnicities: <1% (-1% from 2020-21)
 - Not Specified: 8% (no change from 2020-21)

Fast Facts – Business and Industry Services

Focus on our Teams & Organization:



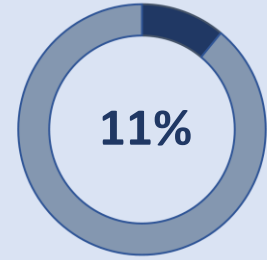
*Focus on our **Regional Employers:***

- Overall employer satisfaction: 4.88 out of 5 (+.12 over 2020-21)
- Employer value for services: 4.59 out of 5 (+.07 over 2020-21)
- 2,270 employers served through workforce training (no change over 2020-21)

*Focus on our **K-12 & Community Partners:***

- High school dual credit agreements account for 5% of BIS revenue
- Creation of credit-bearing training opportunities that ladder to FVTC credentials
- Addition of Regional Center BIS contracts to meet training needs for regional employers

Focus on our Students



Percent of College FTEs Generated in BIS

Types of Offerings



83%
Customized
Training



11%
Technical
Assistance



6%
Other
Services

Student Satisfaction

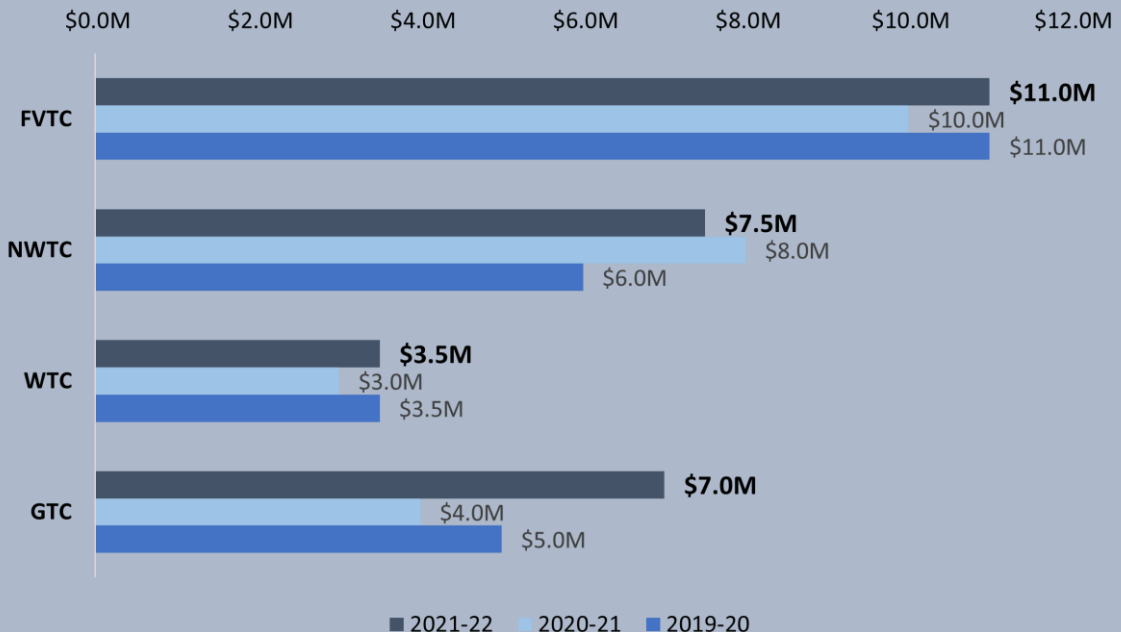
4.60 out of 5

(+.07 over 2020-21)

Business and Industry Services 2021-22 Academic Year

WTCS Benchmark Comparison by Revenue Generated

(State Reportable Contracts and Professional Development Seminars)



Focus on our *Regional Employers*

Employer Satisfaction

4.88 out of 5

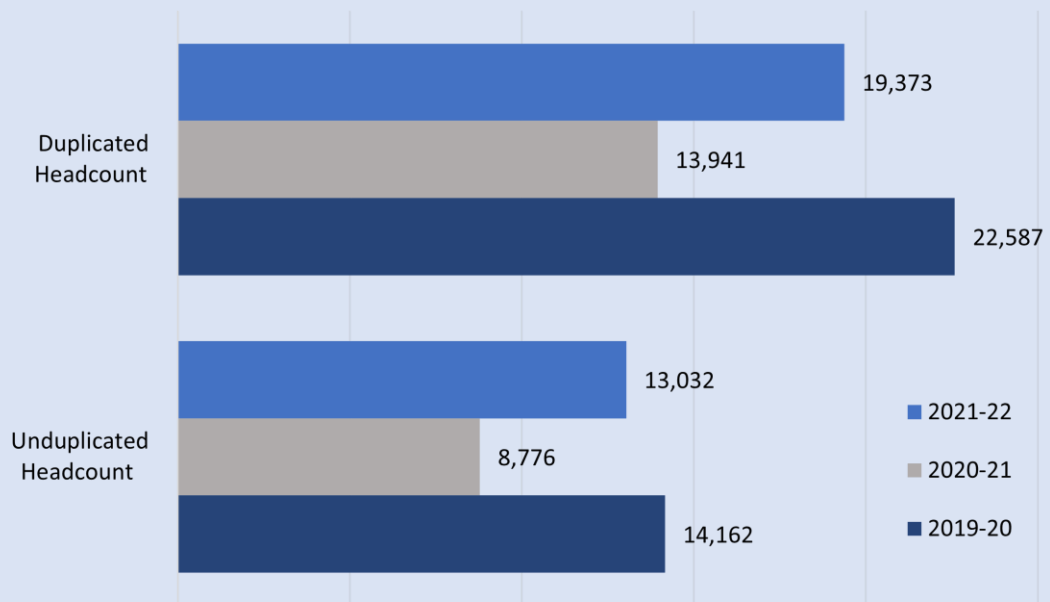
(+.12 over 2020-21)

Employer Value for Services

4.59 out of 5

(+.07 over 2020-21)

Business and Industry Services by Year



Business and Industry Services 2021-22 Academic Year

Credit-Based Program Pathways

Automated Manufacturing Systems

Electro-Mechanical Technology

Management Development

Supply Chain

