

Feb. 26, 2019

Dear Chairman Marcotte and Committee Members:

Thank you for the opportunity to speak with you about Vermont's priority industries, employer hiring needs, and training solutions developed by Vermont educators. If Vermont Talent Pipeline Management (VTPM) and workforce partners are to fully implement these solutions within the labor force, we will need additional funding to align education programs between secondary and post-secondary, message career and training opportunities to the labor force, and scale the VTPM program within new industries. We request your support on two items:

1. Formal integration of VTPM as an essential part of Vermont's workforce system. This would involve sharing data and incorporating businesses statewide through Regional Workforce Initiatives, including those of the Department of Labor, Vermont State Colleges and Agency of Education.
2. Sustained financial support as a public/private partnership to maintain and scale within new industries through a \$250,000 per year state appropriation for the proven statewide TPM model. By way of comparison, Kentucky has funded its TPM model with the hiring of five staff members and the alignment of 12 industry collaboratives in two years through state appropriations of \$2 million.

The value of VTPM's industry implementation model to the workforce system is evidenced by the commitment and participation of 93 industry employers. VTPM has partnered with the Department of Economic Development, Regional Development Corporations and Chambers of Commerce to jointly engage employers in leading this initiative.

Attached you will find our comments on the draft of the Workforce Development Bill. **We would appreciate a few minutes of your time this Wednesday morning** to discuss the comments prior to committee. Additionally, the requested VTPM deliverables are attached and also available through our [VTPM webpage](#) (link) which includes:

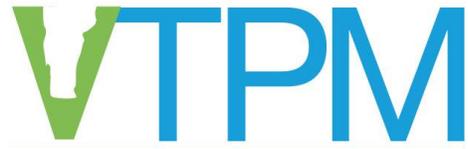
- VTPM's regional and resource partners
- Industry employers engaged in each collaborative
- Each Industry needs assessment summary for Education (attached)
- Each industry's most critical jobs
- Each industry's recognition of credentials of value
- Industry-defined common job descriptions
- Industry-defined career pathways

To scale and grow the Talent Pipeline's open source, data-driven process, we are soliciting private funding through employer contributions to the VBR Research and Education Foundation, with a demonstrated return on investment. However, private funding represents a fraction of the need, and it is essential that this project receive state funding support in order to fully meet the state's workforce development objectives.

Thank you for your time and consideration.
Respectfully,

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