

Ramping Up to Fill - TECH TALENT PIPELINE

Key Agencies:

- Northern Virginia Community College
- Northern Virginia Technology Council
- Arlington/Alexandria Regional Workforce Council
- Local Governments of the Northern Virginia Region

(If requested to submit proposal, area public school districts and universities will also be sought for formal partnership)

Brief Description:

This project will:

- Expand and support the tech talent pipeline in Northern Virginia.
- Promote pathways to high-demand IT jobs in our region (including software development and coding, computer services, cybersecurity and engineering services) by communicating the skills and competencies requirements of these positions.
- Promote awareness of the training, educational, and financial resources available.
- Create interactive portal to facilitate communication, outreach, and connections to training and job opportunities.
- Initiate an “upskilling” or “credential enhancement” effort to increase the number of people pursuing education and training and receiving required credentials and certifications from colleges, universities and training providers to fill high-demand tech jobs.
- Provide grants to expand the capacity and impact of nonprofit organizations and educational institutions with demonstrated success preparing and placing candidates in technology jobs. Grants could support activities like summer credential camps for high school seniors and college students or internship and other work-based learning opportunities.

Target populations for this effort include:

- Veterans and transitioning service members from area military installations, particularly those with security clearances.
- Tech workers who lack high-demand IT credentials.
- University and community college students and recent graduates with complimentary skillsets and aptitudes for IT career success, including those not currently in the IT sector.
- High School seniors with relevant interest and experience such as in technology, robotics, gaming, and hacking.

Outcomes:

- Web analytics on the tech talent pathways portal

- Increase number of enrollees in software development, cybersecurity skills development and/or IT certification courses
- Increase number of IT certifications /credentials completed (dual enrollments, workforce credential grants, etc.)
- Increase number of high school seniors and beyond placed in work-based experience/internships related to technology careers
- Employer feedback on reduction in days to fill targeted positions, number of “open reqs,” (job requisitions), increase in number of qualified candidates, and others TBD.

Participating Jurisdictions: Multiple counties and cities in Region 7 are participating in this initiative, and are included in the contact list below. If requested to prepare a formal proposal, additional jurisdictions in Region 7 will be contacted for inclusion.

Many of the area economic development agencies are part of this collective effort, leveraging their contacts with existing companies including small and midsize firms that may not have the marketing/advertising firepower of larger firms or federal agencies to fulfill their workforce needs.

Funding Request: \$410,000 from GO Virginia in Year 1.

\$410,000 in match funds/resources to be contributed by local jurisdictions based on population share (using MWCOG methodology), corporate funds/resources (ex. US Chamber of Commerce Foundation grant to NVTC of \$50,000).

Budget:

Continue Tech Talent Pipeline Employer Collaborative	\$100,000
Develop Interactive Portal /website - Tech Talent Pathways Connector	\$70,000
Promotion, outreach, guidance to target audiences defined above	\$350,000
TECH Credential Camp for high school seniors and recent graduates	\$150,000
Administration of grants to nonprofits with focus on tech workforce development/placement	<u>\$150,000</u>
Total Project Budget:	\$820,000

Contact Names for Proposal:

Chris Bruno	City of Fairfax	Christopher.Bruno@fairfaxva.gov
Eta Nahapetian Davis	Fairfax County	eta.davis@fairfaxcounty.gov
Gerald L. Gordon	Fairfax County EDA	ggordon@fceda.org
Dennis Holste	Town of Herndon	dennis.holste@herndon-va.gov

Victor Hoskins	Arlington County	vhoskins@arlingtonva.us
Jeff Kaczmarek	Prince William County	jkaczmarek@pwcgov.org
Stephanie Landrum	City of Alexandria	landrum@alexecon.org
Buddy Rizer	Loudoun County	Buddy.Rizer@loudoun.gov

Bobbie Kilberg	Northern Virginia Technology Council	bkilberg@nvtc.org
Steven Partridge	Northern Virginia Community College	spartridge@nvcc.edu
David Remick	Arlington/Alexandria Regional Workforce Council	dremick@arlingtonva.us

As you can see, this initiative is committed to growing and strengthening Northern Virginia's technology workforce. Thank you for your consideration of this Letter of Interest. I can be reached at 703-324-4320 should you have any questions.