

Funding Solutions for Industry Sector Partnerships

**Mark your calendar for this
60-minute webinar**

DATE: Wednesday, May 29, 2019

TIME: 12:30 – 1:30 p.m.

The goal of this webinar is to help industry sector partnerships best position their organizations to build relationships with, and to qualify to receive resources from, philanthropic and other funding organizations and sources.

Key Topics

- What foundations, funders, and philanthropic givers look for when funding projects
- Best practices in tapping into philanthropic funding sources
- Resources for sector partnerships to find potential philanthropists in their communities
- How to initiate conversation and develop relationships with philanthropists/philanthropic organizations
- Case study of Mahoning Valley Manufacturers Coalition (MVMC) - tools that have led to success

Who should attend?

- ✓ Manufacturers interested in developing a pipeline of skilled workers
- ✓ Members of industry sector partnerships
- ✓ Workforce and education professionals
- ✓ Economic development professionals
- ✓ Sector partnership “intermediaries”

Registration fee (for an unlimited number of participants at one phone/computer location)

1. OMA Members: **\$19**
2. Non-OMA Members: **\$19**

[Go here to select this event and register.](#)

By registering for this event, you acknowledge that the organization(s) sponsoring this event will have access to your name and contact information.

QUESTIONS? Call (800) 662-4463

Your Presenters

Jessica A. Borza, Executive

Director, Mahoning Valley Manufacturers Coalition (MVMC), an industry-led group focused on critical workforce shortages, particularly in the skilled trades.

Jessica led the organization through a strategic planning process designed to convene, educate and mobilize the region's key stakeholders and opinion leaders to initiate action in order to prepare, recruit and retain a workforce that is qualified for the specific needs of the manufacturing industry. The coalition is 90-members strong and has attracted more than \$17 million in member dues, grants and sponsorships, including the U.S. Department of Labor Workforce Innovation Fund grant and the Greater Oh-Penn Manufacturing Apprenticeship Grant which Jessica authored.

Jessica also serves as a Strategic Advisor at Thomas P. Miller and Associates, a consulting firm focused on workforce and economic development. Jessica previously served as the Chief Operating Officer for the One-Stop Workforce System in Mahoning and Columbiana counties in Ohio where, during her tenure, the One-Stop was rated number one in Ohio and was widely recognized as a high



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performing workforce system—including best practices in business services.

Jessica earned a Bachelor of Science degree in Journalism from the E. W. Scripps School of Journalism and an MBA from Kent State University. She and her husband, Matt, live in Lisbon, Ohio.

Lisa A. Gray is the **Founding President of Ohio Excels**. Gray's career has been dedicated to improving the educational outcomes of all of Ohio's students.

Prior to leading Ohio Excels, Gray had her own consulting practice specializing in public policy development, government relations, advocacy, strategic planning, and project management with an emphasis on public education. Her clients included the Bill & Melinda Gates Foundation, Achieve, Inc., Philanthropy Ohio, Battelle for Kids, Ohio Business Roundtable, Teach for America, Jobs for the Future and the Office of Governor Taft, among others.

Prior to starting her consulting practice, Gray was the Director of Policy and Communications at Battelle for Kids from 2001-2005. In 2000, Gray served as the Project Director of the Governor's Commission for Student Success. The bi-partisan commission, appointed by Governor Taft, developed recommendations for improving Ohio's K-12 public education system.

Gray also served as the Deputy Executive Assistant to Columbus Mayor Greg Lashutka. Prior to joining the mayor's office, Gray served in a number of positions at the Greater Columbus Chamber of Commerce.

Gray graduated from Indiana University in Bloomington, Indiana, with a Bachelor of Science degree in Elementary Education. At the start of her career, she served as an elementary school teacher.

She and her husband have four wonderful sons, all of whom have been educated in Ohio's public schools.