

# Policy Talking Points

## Washington DC Fly-In

December 2016

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As business leaders, we know a skilled workforce is key to our companies' continued competitiveness and growth. We have demonstrated our commitment to hire locally, working with colleges, training programs and other partners to build talent pipelines for open positions. We are investing in the skills of our people to help them advance with our companies.

**But we can't do this alone.** We need the federal government to be a better partner in these efforts, with smart public investments that allow us to take these strategies to scale industrywide. Specifically, we want the Trump Administration and Congress to focus on two key areas:

### Work-Based Learning

Apprenticeship and work-based learning help small and medium sized businesses on-board and train new hires. But we are well behind our international competitors in using these models. We need to do three things to strengthen our nation's work-based learning policies:

- **Invest in sector partnerships** to help more local employers establish work-based learning programs at their companies
- **Provide targeted subsidies and tax credits** to offset company costs of training new apprentices and learning workers
- **Invest in ongoing worker supports** – both before and after hire – to diversify the pipeline of new apprentices able to achieve long-term success both on the job and in the classroom

### Job-Driven Higher Education

80 percent of jobs in today's economy require some form of postsecondary education and training, and we work closely with our community and technical colleges to make sure our workers are getting the right skills. But our current higher education policy is mostly focused on traditional students at four-year institutions – which isn't fully meeting the needs of small to mid-sized businesses and working learners. We need to address this by:

- **Expanding financial aid to cover short-term occupational credentials**, and making sure that working students attending part-time can get access to aid
- **Investing in partnerships between industry and community colleges**, to ensure that postsecondary CTE programs meet the needs of local or regional companies
- **Reporting to industry on colleges' employment and credential outcomes** to ensure they are addressing the skill needs of businesses.



**Business Leaders United**  
for Workforce Partnerships