

## LISTENING TO THE VOICE OF BUSINESS & RESPONDING

Conference Call on Monday, July 25, 2011 at 10:30 a.m.

<b>PURPOSE OF MEETING</b>	<b>Identify action steps the Central Region stakeholders can take in 2011-12 that address listening to the “voice of business” and responding.</b>
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<b>DESIRED OUTCOMES: By the end of this conference call, we will have:</b>
<ul style="list-style-type: none"> <li>• A list of ground rules for our conversations and decisions</li> <li>• Review and update (as needed) list from Annual Planning Meeting</li> <li>• Awareness of each stakeholder’s vision of success for this effort (WIN)</li> <li>• Agreement on an Action Plan / Next Steps</li> </ul>

**STAKEHOLDERS ON THIS SUBCOMMITTEE: Terri Hicks (Co-Lead), Larry Dutto (Co-Lead), Sheila Herb (for Jeanette Benson), Carole Goldsmith, Jim Andersen, Pedro Mendez, Becky Barabe, Sue Clark**

<b>AGENDA</b>			
<b>WHAT</b>	<b>HOW</b>	<b>WHO</b>	<b>TIME ESTIMATE</b>
Overview	<ul style="list-style-type: none"> <li>• Clarify desired outcomes for this call.</li> <li>• List additional outcomes as requested by stakeholders.</li> </ul>	Sue Clark Larry Dutto Terri Hicks	2 minutes
Develop Ground Rules	Reach consensus on ground rules for call, i.e., leaving the call	Sue Clark	1 minute
Review list from annual planning meeting	<ul style="list-style-type: none"> <li>• Telling our story to business</li> <li>• Listening to the voice of bus and responding.</li> <li>• Become the top training provider of the top 10 industry certifications in the region.</li> <li>• Give CA Corporate College more of a leadership role with services provided by local institutions.</li> <li>• What do we know about temp agencies?</li> <li>• Joint meeting w/ WIB</li> <li>• Have EWD partners host workshops</li> <li>• Utilize the region as an advisory board or source of input and evaluation (JB)</li> <li>• Identify a BIG win-win opportunity region wide that utilizes EWD, CC, and business strengths.</li> <li>• Use formal business tools for regional strategic planning</li> <li>• Host a stakeholder 360 degree evaluation (CC outcomes (Carole)</li> <li>• Replicate RICOG model for all industries (Regional Advisory Committees)</li> </ul>	Larry and Terri	5 minutes
Post-Planning Meeting Items	<ul style="list-style-type: none"> <li>• SJ Valley Partnership Meeting on October 7<sup>th</sup></li> </ul>	Jim Andersen Sue Clark	10 minutes

	<ul style="list-style-type: none"> <li>• <b>Ignite</b> – Jim and Sue to introduce concept</li> </ul>		
Each stakeholder defines vision for this effort (WIN)	Roundtable among call participants:	All stakeholders on call	10 minutes
Develop a process for achieving desired outcomes		Larry Dutto Terri Hicks	15 minutes
Reach agreement on an action plan/next steps	List action steps with timeline. Schedule next call.	Larry Dutto  Terri Hicks	10 minutes