

# President's Community-Based Job Training Grants

*Solano Community College*

**AWARD AMOUNT:** \$1,260,000

**AREA SERVED:** 16 Community College districts in California

**INDUSTRY:** Insurance

**KEY PARTNERS AND LEVERAGED RESOURCES:** \$1,225,810 in leveraged resources from thirty-two employer partners, nine workforce partners, nineteen education partners and three other partners

**CHALLENGES AND CONSTRAINTS:** The insurance industry has an extreme shortage of skilled entry-level workers due to a lack of available training offerings. Community colleges do not have access to either the faculty qualified to develop this curriculum or the industry knowledge required to link the curriculum to industry need.

**ACTIVITIES:** The Community-Based Insurance Careers Program (CBICP) will be a collaborative effort by colleges and business to develop a customized curriculum available to all community colleges in the state of California, thereby removing the burden from each individual college to develop an appropriate curriculum on its own. The CBICP will build on the existing business program curriculum offered by participating colleges, resulting in a Business A.A. degree with an insurance specialization certification. The project will assess demand and instructional capacity at each participating community college, deploying instructional training systems, initiating the professional development of existing community college instructors where possible, and linking community colleges to instructors in the region. CBICP partners – RPI, IEA, and IBA West – will complete development of the online work experience and the job matching program, linking participants and graduates to sources of internships and jobs. They will develop online and video-conference-based instruction for instructors and students, link students and potential employers via CBICP work experience programs, link graduates seeking jobs and employers seeking workers, and provide real time program metrics regarding indicators and outcomes.

## **PROJECTED OUTCOMES:**

- Develop CBICP training curriculum with online instructional resources that will be adopted by 20 colleges;
- Train community college instructors through CBICP professional development sessions;
- 752 students will complete the degree program;
- 100% of CBICP classes offered will enroll at 80% capacity;
- 752 students will receive CBICP Business A.A. with Insurance Specialization and complete 160 hour internship program; and
- 80% of those completing the program will be placed in full-time employment in the insurance industry.

