



# Reset Community Colleges and Employers

By Carl Smith

Are community colleges prepared to train the workers a technology-based economy requires? Joseph Fuller of Harvard Business School talks about findings from a multiyear research project that shows they have far to go.

The partnership between employers and community colleges falls short of what is needed to meet an urgent shortage of skilled workers, according to a new report from the Project on Managing the Future of Work at Harvard Business School (HBS) and the American Association of Community Colleges (AACC).

Employers, including technology companies, are increasingly willing to hire workers who lack four-year degrees. But good jobs still require skills, and those skills need to be learned somewhere. In response to the workforce disruption caused by the pandemic, state and local governments have increasingly turned to community colleges to help meet this need, funding workforce training programs and tuition.

The extent to which such efforts succeed is directly related to the way in which training programs match the needs of employers. While there are colleges where this correlation is in good shape, multiyear, multi-method research by HBS and AACC found that it is not the norm.

“The current state of collaboration is failing to meet today’s business needs and putting future competitiveness and prosperity at risk,” said professor Joseph Fuller, co-chair of the Project on Managing the Future of Work and co-author of the report, in announcing its release.

Fuller describes findings from the exhaustive look at the state of employer/educator partnerships, the first effort of its kind, as a “wake-up call.” More than four in ten employers agreed that community colleges did not have the “mandate or culture” to develop programs that match what they are looking for in employees.

On the other side of the coin, educators “struggle to get employers engaged” to discover the skills that their jobs require. While ninety-eight percent of community college leaders considered it “very important” for employers and community



colleges to partner, only fifty-nine percent of employers shared this view. In addition to a detailed look at the factors hindering collaboration, the report offers a framework and strategies for bringing cooperation

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 Bid Date: February 16, 2023

**Brief description of work:**  
The construction of six new electrified tracks serving three high-level boarding platforms connected to the existing railroad right of way and includes a passenger concourse as part of a new rail personnel structure to an elevation above the FEMA base flood elevation (BFE). Other related rail infrastructure work involves two pit pedestal inspection pits in the station area: an existing bridge modification; a new, two-track railroad bridge that connects the new station to the existing commuter tracks with the related track: catenary, signal, and other work including a realignment of active commuter tracks and the related overhead catenary structures.

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 Bid Date: January 16, 2023

**Description of project:**  
The project scope of work will involve demolition and removal of three existing high pressure water tube boilers along with associated piping, equipment, and infrastructure. The scope of work shall also include, but not be limited to: purchasing and installing three new boilers, replacing associated piping within the boiler room and vicinity if necessary, insulating new and existing piping and ductwork reused, design and construction of new catwalk/access platforms, structural slab/drainage modifications, structural repairs and/or member replacements, new controls with facility BMS integration, new lighting and HVAC systems, new engineer’s office, locker room, and restrooms, PRV station, secondary equipment with all associated boiler controls.

**Many bidding opportunities are available:** demolition, asbestos abatement, painting, masonry, plumbing, electrician, rebar installation, HVAC.

If you are interested in bidding on this project, please contact Skanska’s Outreach Coordinator: [Julia.Omanoff@skanska.com](mailto:Julia.Omanoff@skanska.com) • EOE/M/F/Vet/Disabled

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**2023**

**Selling to the Federal Government Webinar**  
 Thursday, January 26, 2023, 1:00 pm–4:00 pm Online  
**Main Sponsor(s): US Small Business Administration**  
**Contact: George Tapia, 610-382-3086, george.tapia@sba.gov**  
**Fee: Free; registration required**  
 Did you know that the federal government is the largest purchaser of goods and services in the world? Interested in learning how your business can market your services or goods to the federal government? Register on line at <https://www.eventbrite.com/e/how-to-sell-to-the-federal-government-tickets-21790713611> SBA helps to ensure small businesses get fair opportunities to share federal government prime contracts. Topics will include: How to Register, Small Business Certifications, Finding Opportunities, Marketing Your Firm, Federal Supply Schedules, Getting Paid, Tips to Prepare Your Offer, How to Seek Additional Assistance. All training sessions are held via Microsoft Teams Meeting. Participants must ensure Microsoft Teams is functioning.

**Fee: Free; registration required**  
 Starting a new business? Looking for capital and finance options? Looking for general advice on starting or maintaining your business? Hear from representatives from the local SBA office and the New Hampshire Secretary of State Corporation Division. This workshop (currently held online during the pandemic) is offered on the first Thursday of every month. To join this free webinar, copy and paste the link below into your browser, then register for tickets for the date of your choice to receive the access code. <https://www.eventbrite.com/e/secretary-of-state-quickstart-and-small-business-administration-programs-tickets-262004180557>

**SBA and SOS Monthly Webinar**  
 Thursday, February 2, 2023, 9:00 am–11:00 am Online  
**Main Sponsor(s): US Small Business Administration, New Hampshire Secretary of State Corporation Division**  
**Contact: Miguel Moralez, 603-225-1601, miguel.moralez@sba.gov**

**Getting Registered into the System for Awards Management (SAM.gov)**  
 Tuesday, February 21, 2023, 11:00 am–12:00 pm Online  
**Main Sponsor(s): US Small Business Administration, West Virginia Women’s Business Center**  
**Contact: Melissa Loder, 304-623-7448, Melissa.Loder@sba.gov**  
**Fee: Free; registration required**  
 The West Virginia Women’s Business Center is hosting a valuable webinar on the System for Awards Management (SAM.gov). Join us as Melissa Loder (SBA’s West Virginia District Office) and Sommer Straight (RCAC Procurement Technical Assistance Center—PTAC) guide you through how to register for your SAM.gov account. They will also provide tips, FAQs, and directions on where to get additional assistance, as well as answer questions you may have. To register, visit <https://www.eventbrite.com/e/getting-registered-in-the-system-for-award-management-samgov-tickets-483757992177>

