Building Effective Partnerships to Improve College and Career Outcomes

July 19, 2018
Let’s be honest…

Nonprofits and higher ed institutions aren’t always known for playing nicely together…

but at the end of the day, an effective partnership benefits organizations, staff, and students
It’s not just about getting into college or through the first year

• 26% of first-generation college students leave school after freshman year

• Only 11% will graduate within 6 years, and for the 11% who do graduate, they are earning 10% less than their peers in the workplace
  – Bachelor’s degree holders from low income households earn 1/3 less than middle income households
The need for continued support

• **America Needs You** fights for economic mobility for ambitious, first-generation college students.

• **Genesys Works** provides pathways to career success for high school students in underserved communities through skills training, meaningful work experiences, and impactful relationships.
America Needs You

Intensive Career Development

One-on-One Mentorship

Robust Networks

Holistic Support
### Genesys Works

#### 14 MONTH PROGRAM

<table>
<thead>
<tr>
<th>SUMMER</th>
<th>SENIOR YEAR OF HIGH SCHOOL</th>
<th>POST-SECONDARY</th>
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<tbody>
<tr>
<td><strong>SKILLS TRAINING</strong></td>
<td><strong>MEANINGFUL INTERNSHIPS</strong></td>
<td><strong>COLLEGE &amp; CAREER COACHING</strong></td>
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<td>8 weeks of training summer before senior year of high school. Includes technical skills in information technology and business operations, and the professional skills required to succeed in today's corporate workplace.</td>
<td>A paid, year-long internship at partner companies. Working 20 hours per week, students further develop and refine high-demand work skills while providing valued services to corporate partners.</td>
<td>Throughout the year, students receive more than 60 hours of guidance and counseling on appropriate college and career pathways. Includes college selection, applications, and financial aid assistance.</td>
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<td><strong>ALUMNI SUPPORT</strong></td>
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<td>Guidance navigating the complex world of post-secondary institutions and supporting students as they deal with the academic, social, and financial obstacles that might stand in the way of college and career success.</td>
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How are we meeting our missions?

• GPA
• Internship completion
• Career of choice
• Employment after graduation
• $35,000 by 25
Why we’ve partnered

• Partnership based on an alignment of mission and in the students we serve

• Shared focus on workforce development, including soft skills

• Because we work with students at different points in their academic careers we are able to maintain a continuum of support
How we’ve partnered

• ANY Fellow recruitment
• Student support
• Internship fair
• Workshops
  – First day on the job (ANY)
  – Medical Career Forum (GW)
• Utilizing each others’ resources and strengths
  – Staff presented at Alumni Career Connections
Tips for building an effective partnership

• Attend conferences like College Changes Everything, NCAN
  – network and find organizations that have similar missions and/or serve similar students

• Consider organizations that you refer your students to join
  – organizations that meet the needs your students have that you are unable to provide
  – organizations that serve your students during a different time in their lives

• Partnerships can lead to further networking and new opportunities for collaboration
Tips for building an effective partnership

• Take time to discuss expectations, needs, and goals
• Establish an MOU to formalize the partnership to hold all parties accountable
• Schedule phone calls or virtual sessions to engage in thought partnership
• Remember the bigger picture
Case Study: ANY + UIC Partnership
Case Study: GW + High School Partnerships

LEARN.PLAN.SUCCEED
A DEGREE FOR LIFE

[Image of students in front of lockers]
Contact Us:

Liz Buerger
America Needs You - Illinois
liz.buerger@americaneedsyou.org

Julia Logan
Genesys Works Chicago
jlogan@genesysworks.org