

Westerville WorkWISE Collective

Co-Chaired By:

Janet Tressler-Davis, President & CEO, Westerville Area Chamber of Commerce

Rachel Ray, Economic Development Director, City of Westerville





Who We Are

791 **members** representing various business and community interests.

Footprint follows the Westerville School District and part of Polaris Parkway, 100,000+ population

For over 56 years, Chamber members have joined together to enhance the business climate and quality of life in our community.

- 80% of members under 25 employees
- Volunteer Organization representing the business community
- Nonprofit, tax paying corporation
- Membership Dues, Events, Educational Programs
- 48 events/meetings to network/build productive business relationships
- Source for Corporate Volunteering & Community Engagement

Values:

Advocate, Inspiration Collaboration, Inclusion, Innovate, Tradition

Westerville Area Chamber Business Advocacy Council

<1 of 11 committees/councils>

Chamber members advocating for business. Collaborating with public officials to support legislation, regulations, and policies that represent our members' ***top concerns and enable businesses to thrive and compete*** locally, nationally, and internationally.

- **Workforce (Talent Development & Retention)**
- **Healthcare**
- **Taxation**

**Identified need for our local Talent Assessment/
understanding our labor market**



Pivotal Moments in the Westerville Story

1847



*Otterbein
University
Founded*

1895



*Trolley
Arrives in
'Uptown'*

1919



*Home to
the Anti-
Saloon
League*

1995



*'The 941'
Annexed*



1858

*Westerville
Founded*



1898

*Westerville
Electric
Division
Founded*



1984

*St. Anns -
1st
Suburban
Hospital*



2024-

Top Employers by Income Tax Revenues (FY 2024)

Vertiv Corp. (*fka Liebert Corp*)

JP Morgan Chase Bank

Exel Logistics dba DHL Supply Chain

Mount Carmel Health Systems

Westerville City Schools

Central Ohio Primary Care

Physicians

City of Westerville

Lancaster Colony / T. Marzetti Co.

Nationwide Children's Hospital

Bank of America



THRIVING
BUSINESS
CLIMATE



SAFE AND VIBRANT
COMMUNITY



AUTHENTIC AND
ALIVE UPTOWN



CONNECTED AND
ENGAGED COMMUNITY

Advance Westerville Economic Development Strategy (2023-2028)

Target Sectors

Legacy Business & Industry

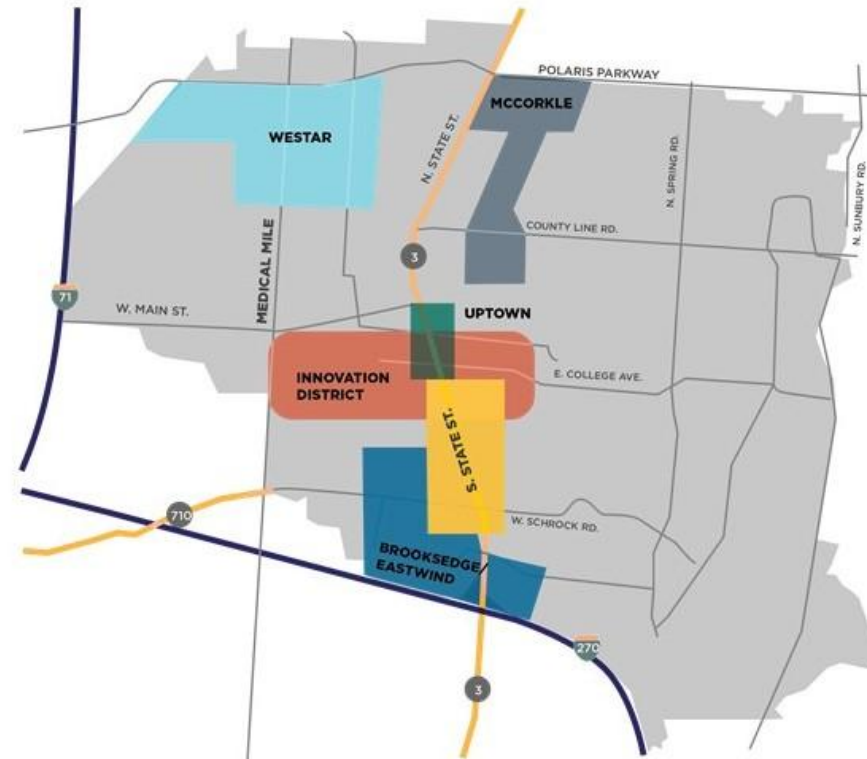
Life Sciences – R&D, Genomics, Healthcare

Entrepreneurs/Startups – FinTech, InsurTech, HealthTech

Financial, Professional & Technology Services
– Finance & Insurance, Engineering & design Firms, IT & Software Services, Logistics

Corporate & Regional Headquarters

Intel Customers



Retain

Support

Market

Develop



Momentum: Business Investment Highlights



Vertiv (NYSE: VRT)

Critical infrastructure for data centers, communication networks. Selected Westerville for its GLOBAL HQ in 2021 and is currently the City's top employer by income tax revenues. Total of 900 FTEs. Avg. salary exceeds \$125k.



Sensience

Manufacturer of sensing and control components. PE-owned, selected Westerville for its GLOBAL HQ in 2023. Approx. 90 FTEs. Avg. salary approx. \$100k.



Lake Shore Cryotronics

Cryogenic, magnetic, and sensor technologies. Long-standing Westerville-headquartered company acquired an office building and plans to expand existing manufacturing operations in the city. Approx. 200 FTEs. Avg. salary approx. \$75k.



HAWA Engineers

Mechanical, electrical, and plumbing engineering firm serving many of the Columbus Region's growing industries, including healthcare, life sciences, and data centers. Selected Westerville for its HQ in 2023. Approx. 42 FTEs. Avg. salary approx. \$118k.



Western Alliance Bank

Phoenix-based regional bank. Selected Westerville for its regional fintech and financial services operations in 2022. Approx. 150 FTEs. Avg. salary exceeds. \$125k.



Over 1,400 STEM/HQ Jobs and \$160 Million in Payroll Committed to Westerville Since 2021



How did we become Westerville WorkWISE Collective?

(Workforce, Innovation, Skills, Education)

The Partnership:

- WHY? To expand our talent pool, we need to develop the skills of our young students to prepare them **for jobs of the future**,
- and identify and engage with our underemployed and “lost” workforce, which includes our Somali population.
(uncover barriers) -- Adult Learner

Talent Assessment & Development Strategy:

- Nine months

Membership of Collective:

- Convene education & business communities

Action Steps:

- Maximize existing workforce assets through accessible systems of education and training programs

Westerville's Workforce Strategy

- **Boyette Strategic Advisors**
 - Talent Dev./training needs to be at the Speed of Business
- **Stakeholder Engagement**
 - Business in many industries and Students
- **Information into Action**
 - System Alignment
 - Business Development & Support
 - Talent Attraction
 - Talent Development





Talent Assessment: Data Collection

Survey Groups- Stakeholder Engagement

- 3,565 high school and Post-Secondary Students ‘represent the future talent pipeline’.
- High School Counselors
- More than 80 employers and workforce system representatives in group discussions interviews. “Industry Sectors”

Observations

- Central Ohio Workforce assets are vast, they are very siloed, without anyone having a holistic picture of the various programs and offerings.
- Our location in two counties creates unique opportunities
- Soft Skills more difficult to find than technical skills
- Few employers are utilizing workforce development assets in the region
- Skilled trades and manufacturing workers shorts supply
- IT skills in high demand across most sectors

Conveners- Creation of WorkWISE Collective

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- **Convened workforce providers/educators and business representatives**



OTTERBEIN
UNIVERSITY



Westerville
Public Library

Westerville WorkWISE Collective develops a collaborative ***talent development ecosystem*** that leverages and ***links strategic state, regional, and local workforce partners*** to ensure all residents within Greater Westerville have opportunities to ***learn high-value and in-demand job skills*** to meet the needs of employers for today and in the future.

[#WestervilleChamber](#)

[#tellwesterville](#)

[#WestervilleBusiness](#)



Westerville WorkWISE Collective Accomplishments

- **Virtual Hiring Events**
- **Lunch & Learn Sessions**
 - Creating Effective Job Postings, Resume writing tips and Resume review sessions, Preparing for interviews, HR/Leadership Series
- **Westerville Prepared – *Career Exploration***
- **Total Intern Management Workshop**
- **Community Profiles-** talents & business recruitment
- **Met with workforce providers-** local & regional
 - Recorded available services
- **Externship-** teachers/counselors/businesses

Westerville WorkWISE Collective

Accomplishments

Catalogue of Workforce Resources (regional/state)

business.westerville.org/business-support/workforce-resources/



WORKFORCE RESOURCES

- Advocacy
- Business Partner / Convener
- Data
- Funding
- Hiring
- Internships / Apprenticeships
- Job Seeker Assistance
- Relocation
- Retention**
- Skills Training
- Support Services
- Technical Training
- Veterans
- Workforce Strategy
- Youth Services

Retention

With talent becoming harder to locate, employee retention has become even more pressing to businesses. These organizations can help develop programs to better retain your employees and help them grow within your organization.

Ohio Means Jobs - Delaware County

About Us: Find a job, learn career skills, meet the requirements of your government benefits and more on OhioMeansJobs.com

Contact: Carolyn Stout

Email: omjdelaware@jfs.ohio.gov

Website: <https://delcoomj.co.delaware.oh.us>

Ohio Means Jobs - Franklin County

OneColumbus

Workforce Development Board of Central Ohio

Westerville WorkWISE Collective

Accomplishments

TEACHER & COUNSELOR EXTERNSHIPS



#WestervilleChamber #ChamberAwards #WestervilleBusiness

Workforce needs are changing rapidly:

- Advocate for skills-based hiring and training
- Strengthen ties between businesses and our school district
- Support reskilling and upskilling initiatives to ensure a competitive workforce
- Build case studies/best practices



Westerville WorkWISE Collective

Lessons Learned

- **Mission**
- **Strategy**
- **Matrix (Committee)**
- **Engagement**
 - **Types of Companies**
 - **BAC vs Collective**
 - **Decisions made today: stronger & prepared**
- **Leadership**



ENGAGE WITH US!

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#WestervilleChamber

#Tellwesterville

#WestervilleBusiness