

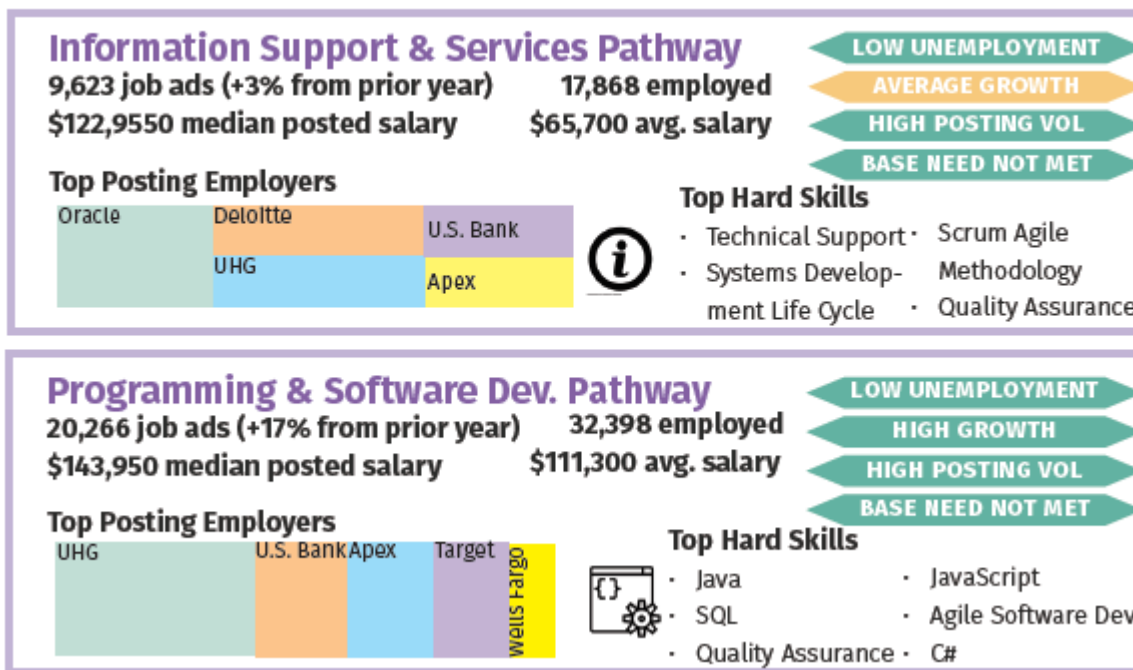
Full Stack Strategic Pillars

1. **People:** Building diverse tech talent pipelines - Build and support workforce trainings and key pipelines for growing tech and innovation talent in Saint Paul, especially among underrepresented populations.
2. **Promotion:** Telling the story of innovation - Showcase the city's diverse and talented innovation community and culture, it's legacy and future. Events, promotion, and driving activity.
3. **Places:** Developing a vibrant tech ecosystem - Create an ecosystem of high-quality real estate solutions and diverse neighborhoods that provide work environments and amenities to recruit and retain talent and build vibrant networks.
4. **Industry:** Advancing tech and innovation businesses – Engage corporate leaders to identify workforce needs, creative real estate solutions, and job creation incentives. Retain, attract, and expand tech and innovation startups and companies to create the jobs of the future.

People: Tech Sector Workforce Demand

- Greater MSP's recent tech insights report showed that in 2017, MSP had 136,000 existing tech jobs, an increase of 10% over the last 5 years
- Real Time Talent Q2 2019 IT/Tech sector for MSP
 - 40,857 job ads with a median posted salary of \$133,000
 - multiple career pathways as high growth with base needs not met

TOP PATHWAYS INTO INFORMATION TECHNOLOGY



- Opportunity to lead with an inclusive approach to filling these high paying jobs in a high growth sector, targeting entry roles with minimal barriers

Minneapolis Saint Paul TechHire



Accelerated Tech Training



Placement Support



Career Services
Wraparound



Scholarships for Low-income
POC and Women

Goal: Increase Saint Paul residents' equitable access to tech training, education, and high-quality jobs and opportunities.



PRIME



Minneapolis Saint Paul
TechHire

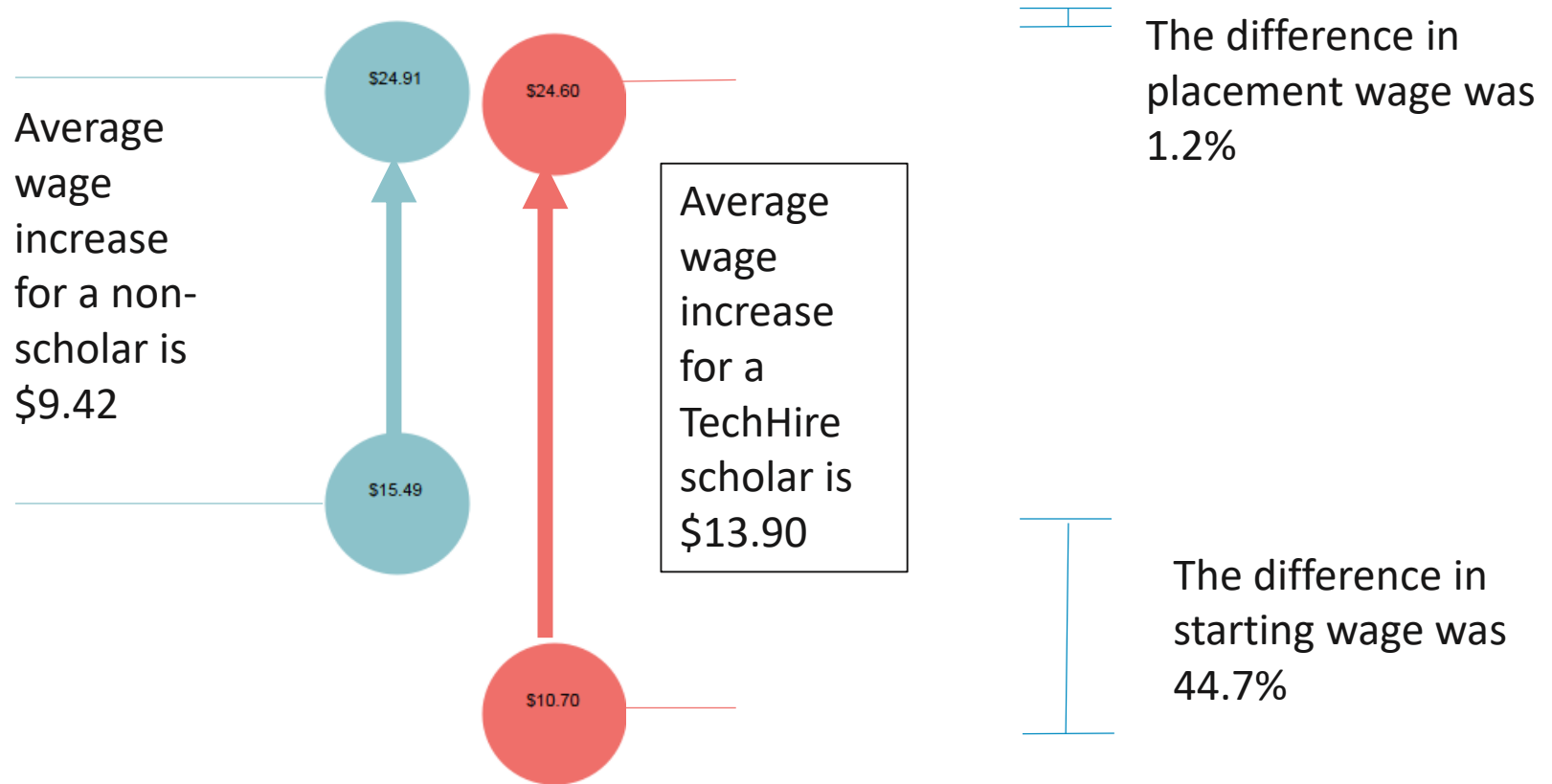
Outcomes to Date (data through December 2018)



Changing the face of the tech workforce



MSP TechHire Levels the Playing Field



Minneapolis Saint Paul
TechHire

86% of scholarship graduates were placed in jobs

479 Employers Have Hired TechHire Grads

57 Employers Have Hired *5 or More* TechHire Grads

Best Buy 39	HealthPartners 16	KonnexMe 13	Merrill Corp 10	Optum 10	Thomson Reuters 10	Wells Fargo 10	3M 9	Fairview Health Services 9
		Magenic Technologies 13						
	Questar 16		Granicus 9	MN.IT 9	Tempworks 9	Activision 8	Corporate Technologies 8	Lifetouch 8
		Regis 13						
C.H. Robinson 32	Target Corp 16		Olson 8	Pearson VUE 7	Allina Health 6	Boonya Systems 6	Build Labs 6	Daugherty Business Solutions 6
		Virteva 13						Power Objects 6
	Hennepin County 15		Our Family Wizard 8					
Total Expert Inc 18		Dealer Teamwork 11		SportsEngine 6	Fjorge Digital 5	Imagine IT 5	Old Republic Title 5	PCs for People 5
			Concord 7					
U.S. Bank 18	Atomic Data 13			Wipro 6	Free Geek 5			
		Nerdery 11	Ecolab 7			PM Toolbelt 5		TapQA 5
				Accessible360 5	ICF Olson 5		SPS Commerce 5	
Medtronic 17	IBM / Best Buy 13	McCormick Computer Resale, Inc 10	New Lion 7	City of Minneapolis 5	ITM TwentyFirst LLC 5	Securian Financial 5		University of Minnesota 5
								6

Full Stack Tech Workforce Successes & Updates



Saint Paul's 2018 scholarship recipients:

- Of 13 enrolled students last year, 10 completed training and secured jobs in the field with a \$26.72/hr average wage, an increase of \$16.50/hr
- Average salary for Prime Academy grads was \$67,206 with \$80,000 high-end salary
- 19 low-income, POC and women residents enrolled in 2019 tech trainings (20pp target) with outreach push right now for winter classes given additional Ramsey support and rollover from last year

Key program updates:

- Ramsey County WFS committed WIOA dollars to match City of Saint Paul scholarships for MSP TechHire and provide career placement support locally in our libraries
- Received regional Pathways DEED grant to pilot new intro tech trainings in high poverty neighborhoods in both Minneapolis and Saint Paul with a culturally competent teaching assistant
- Ramsey County WFS received DEED grant geared toward girls and women in technology leveraging some of our partners (ABE, New Visions Foundation) and Mayor's Office support
- Supporting new Saint Paul trainers including New Visions Foundation, Transcend IT, with other prospects being recruited