

In-Demand Programs for High-Demand Careers

January 24th 2018

Advanced Manufacturing Programs

Agenda

- Introductions
- Current State of Job Market Demand
- Training Programs that Fill Job Demand
- Next Steps

Introductions



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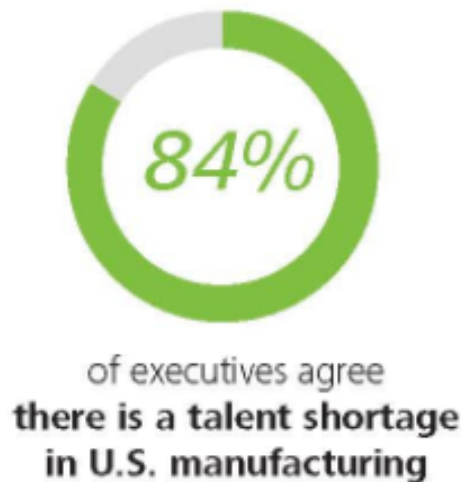


Chad Schron
Senior Director

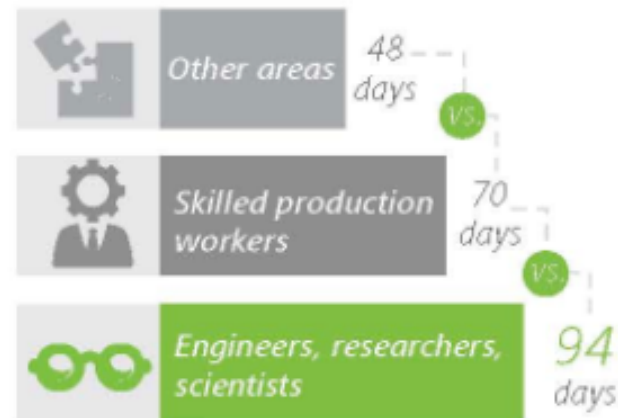
Tooling U

Employer Challenges and Demands

Over the next decade nearly **3 1/2 Million** manufacturing jobs likely need to be filled
The skills gap is expected to result in **2 Million** of those jobs being unfilled



It takes **90+ days**
to recruit highly skilled workers



SIX out of TEN

open skilled production positions
are unfilled due to talent shortage



Employer Challenges and Demands (Continued)

Developing talent is essential

Adding to the complexity is finding workers with the skills required to meet today's advanced manufacturing requirements

Talent shortage impact to the business

82%

of executives believe the skills gap will impact their ability to meet customer demand

executives also feel it will impact their ability to...

78% implement new technologies and increase productivity

69% provide effective customer service

Percentage of executives that indicate current employees are not sufficient in key skills



70%
technology/
computer skills



67%
basic technical
training



69%
problem
solving skills



60%
math skills

Current State of Advanced Manufacturing Jobs

General Manufacturing Info

- In 2015, the average manufacturing worker in the U.S. earned \$81,289 annually, including pay and benefits.
- Manufacturing is identified as having the highest percentage of employees eligible for health care benefits offered by their employer – 94 percent. A full 15 percentage points higher than the average for all firms. (The Kaiser Family Foundation)
- For every one worker in manufacturing, another four employees are hired elsewhere. (NAM)
- Manufacturing's impact on the economy could be as high as generating \$3.60 for every \$1.00 of value-added output. (MAPI)•

Highest Paying Manufacturing Jobs by 2015 Median Annual Wage

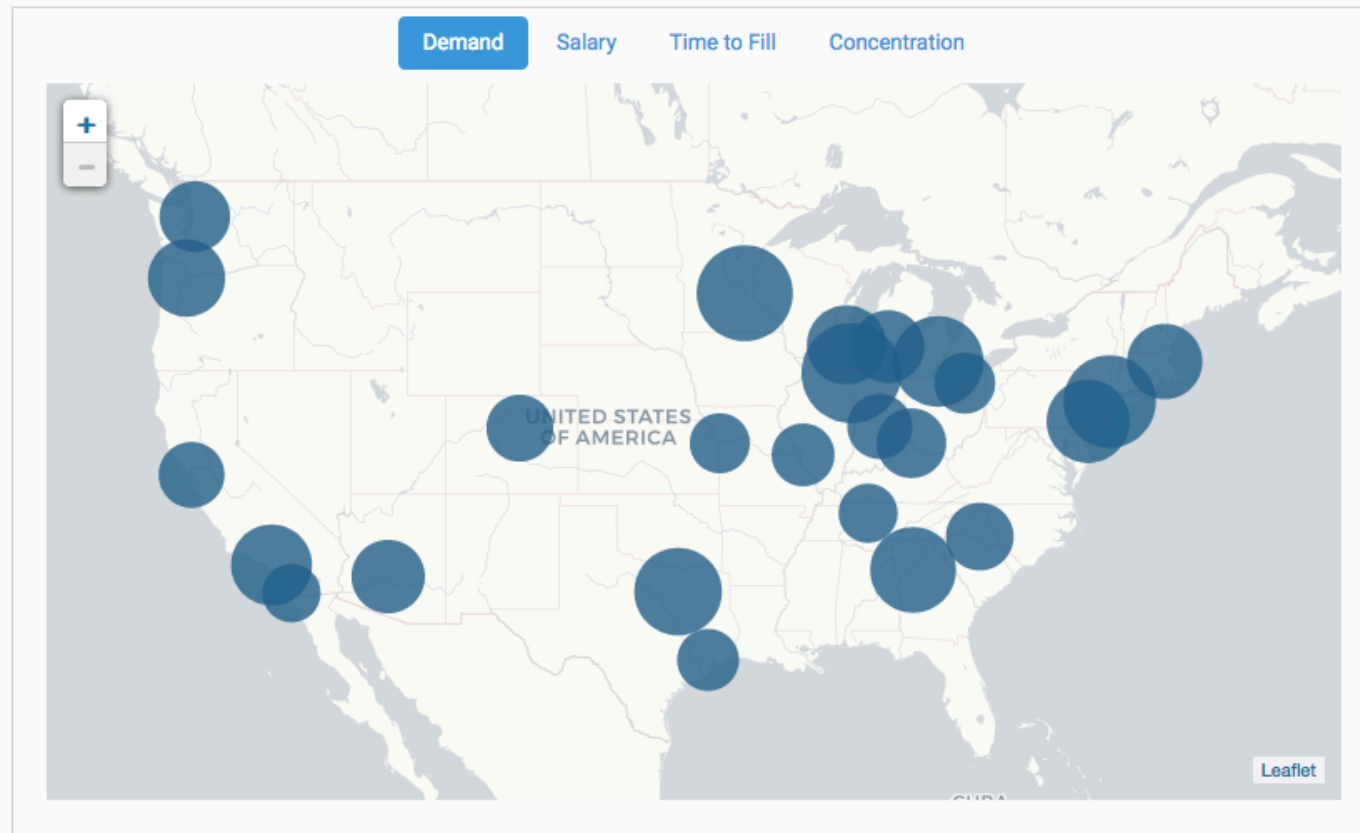
- Materials Engineers - \$91,310
- Health and Safety Engineers - \$84,600
- Industrial Engineers - \$83,470
- Aerospace Engineering and Operations Technicians - \$66,180
- Millwrights - \$51,390
- Industrial Machinery Mechanics - \$49,690
- CNC Programmers - \$48,990
- Machinists - \$40,550

Jobs Expected to have Highest Percentage of Job Openings between 2014-2024

- CNC Programmers
- CNC Operators
- Industrial Machinery Mechanics
- Machinists
- Materials Engineers

Manufacturing Machine Operator

This Job Related Jobs **Locations** Who's Hiring



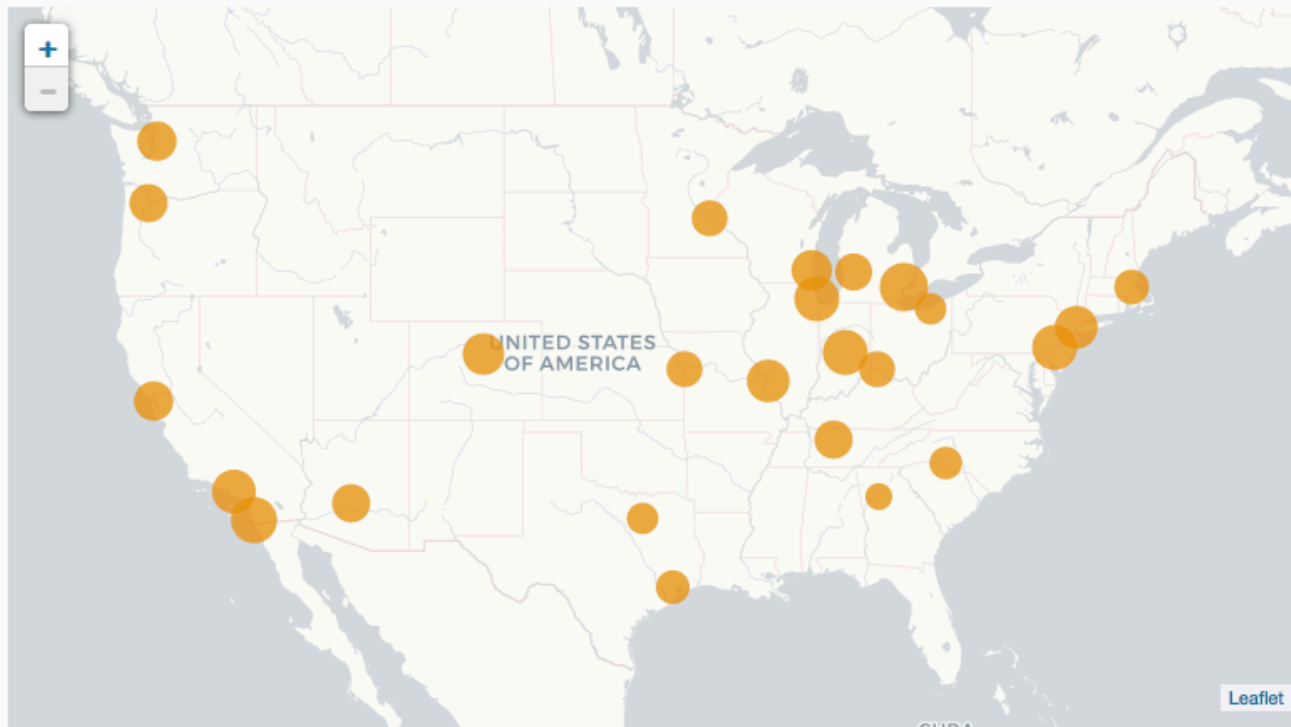
Metropolitan Area	Demand
Chicago, IL	Very High
Minneapolis, MN	Very High
New York, NY	Very High
Detroit, MI	Very High
Dallas, TX	Very High
Atlanta, GA	Very High
Philadelphia, PA	Very High
Los Angeles, CA	Very High
Milwaukee, WI	Very High

Manufacturing Machine Operator

This Job Related Jobs **Locations** Who's Hiring



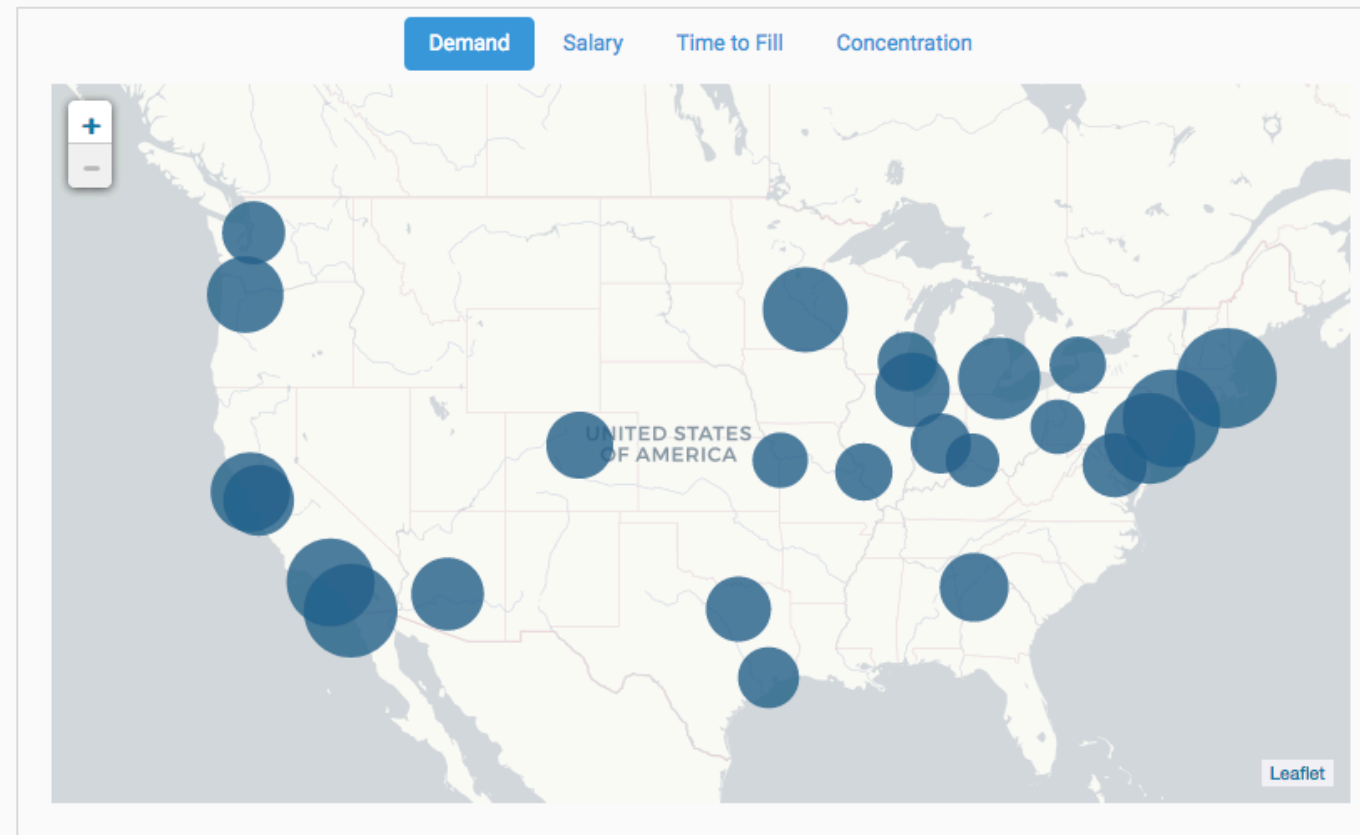
Demand Salary **Time to Fill** Concentration

**Metropolitan Area****Time to Fill**

Iowa City, IA	Much Longer
Elkhart, IN	Much Longer
Roanoke, VA	Much Longer
Lexington, KY	Much Longer
Burlington, VT	Much Longer
Bridgeport, CT	Much Longer
Waterloo, IA	Much Longer
Vineland, NJ	Much Longer
Columbia, SC	Much Longer

Manufacturing / Production Technician

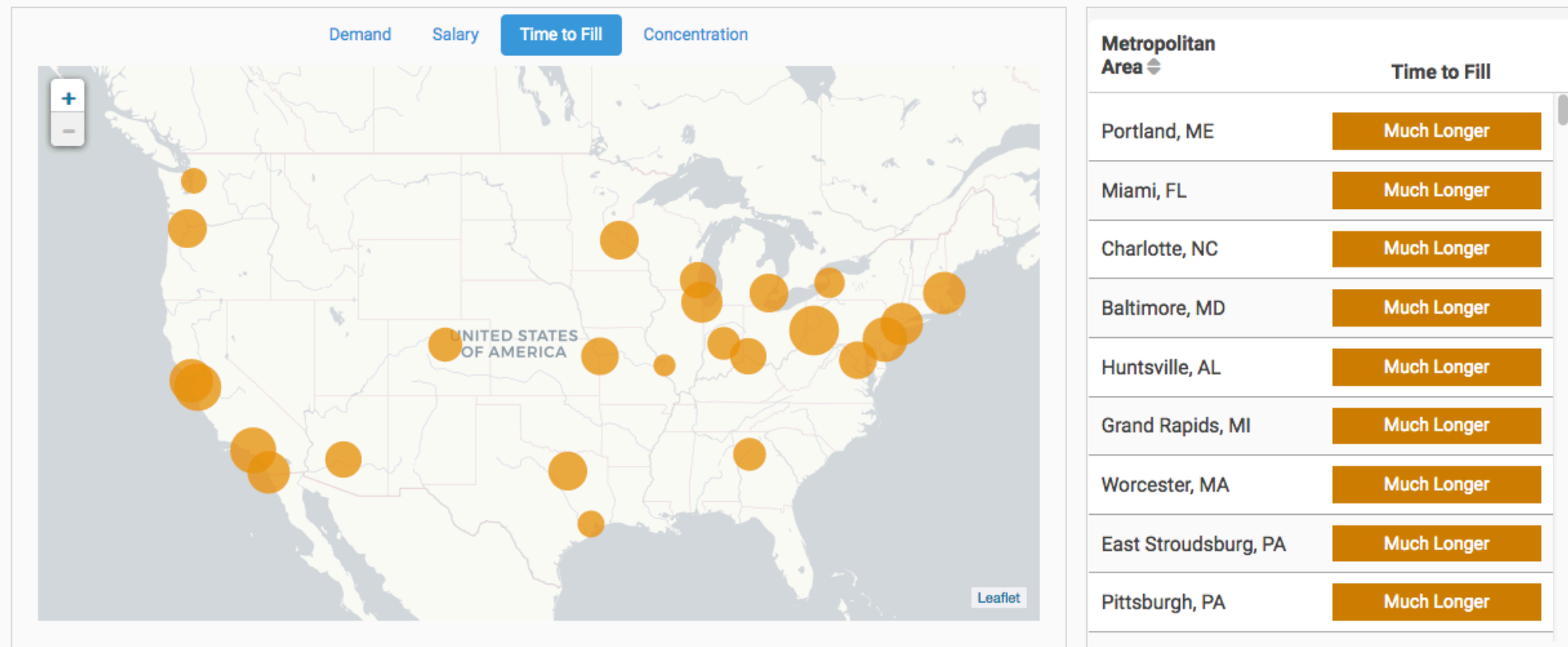
This Job Related Jobs **Locations** Who's Hiring



Metropolitan Area	Demand
Boston, MA	Very High
New York, NY	Very High
San Diego, CA	Very High
Philadelphia, PA	Very High
Los Angeles, CA	Very High
Minneapolis, MN	Very High
Detroit, MI	Very High
San Francisco, CA	Very High
Portland, OR	Very High

Manufacturing / Production Technician

This Job Related Jobs **Locations** Who's Hiring



Occupations Our Programs Map To

Programs

- CNC Machinist
- Composites Technician
- Die Setter
- Electrical Technician
- Engineering Technician
- Maintenance Technician
- Manual Machinist
- Mechatronics
- Press Operator-Cold Stamping
- Press Operator-Hot Stamping
- Process Technician
- Quality Inspector
- Robotics Technician
- Tool and Die Maker
- Toolmaker
- Welder Technician



Job Roles

- Operator Technician
- Fabricator
- Assembly Operator
- Die Setter
- Machine Technician
- Automation Specialist
- Maintenance Technician
- Controls Engineer
- Quality Technician
- Quality Control Inspector
- Instrument Specialist
- Die Maker
- Die Machinist
- Press Operator
- Punch Pres Operator
- Fabrication Operator
- Manual Mill Operator

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Unique online programs provide access to a broad, yet deep, catalog of manufacturing training topics. Every class has been reviewed and validated by industry experts.

Foundational



Machining



Maintenance



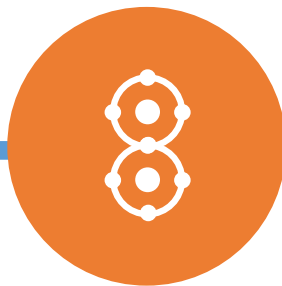
Welding



Additive Manufacturing



**Stamping/
Forming/Fabricating**



**Composites
Processing**



**Assembly/Final
Stage Processes**






**Design
& Engineering**








Leadership

Ed2go has partnered with Tooling U, a leading provider of manufacturing-specific training programs and products, to provide the highest level of education to students to prepare them for some of the most in-demand jobs in various industries and markets.

INDUSTRIES | Served

- | | |
|---|--|
|  Aerospace / Defense |  Heavy Equipment |
|  Automotive |  Industrial Sales |
|  Distribution |  Contract Manufacturers |
|  Energy – Oil & Gas |  Medical Device |

MARKETS | Served

- | | |
|---|--|
|  Chemical |  Plastics/Rubber |
|  Food Processing |  Computer/Electronics |
|  Pharmaceutical | |

Industry Employers | Companies That Offer/Hire Employees with this Training:



Start Offering Career Training Programs

Career Training Programs will:

- Fill in gaps in your catalog
- Improve the range of your offerings
- Add a higher price revenue stream
- Help you reach more of your community
- Allow specialized training, like Advanced Manufacturing Programs, to students in an accessible, online format



Career Training Program Format:

- Students start anytime and at their own pace
- Prepare to earn industry-recognized certifications
- Career entry or advancement
- Student advising and support services
- Counselors match and enroll interests to program

Start Offering Career Training Programs



Connect with your account manager, they can:

- Review programs offerings and add the Career Training Program product line
- Look at area job trends to help figure out what programs align to job demand
- Create marketing plans to help deploy and successfully launch Career Training Programs to students