



RETURN**STRONG**

HELPING MISSOURIANS SKILL UP
AND GET BACK TO WORK



DEPARTMENT OF
HIGHER EDUCATION &
WORKFORCE DEVELOPMENT

RETURN STRONG PORTFOLIO → \$13,090,000

Skill-up & Get Back to Work

- ReturnStrong Missouri Rapid Response Funding
 - \$10,350,000 in emergency training funds
- Virtual, On-demand Credentials
 - IT and Project Management Certifications
- Virtual Job Fairs and Hiring Events
 - Regional and Statewide
- Healthcare Apprenticeships
- Short-term Training Programs and Credentials

Reopen Missouri's Public Workforce System

- Process to Reopen Missouri Job Centers
 - \$1,900,000 to modify and virtualize Job Centers
 - All Job Centers reopen by August 15
 - Monitoring COVID-19 Data and pivoting
- Virtual Services to Customers
 - Ongoing, will continue after Job Centers Reopen
- Outreach Campaign (Radio, TV, Social Media)
 - Informing Missourians of Training & Career Service Opportunities

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INNOVATIVE PARTNERSHIPS

- CompTIA offering industry credentials in IT managed services, cybersecurity, and project management.
- Coursera offering 3,800 cutting edge courses in partnership with Yale, University of Michigan, and Google
- Earn university-accredited certifications from leading global institutions that can help boost your resume.
- Enjoy interactive learning experiences, global learning communities.
- Course videos, readings, and assignments are multi-language and self-paced.

CompTIA
Get IT Certified

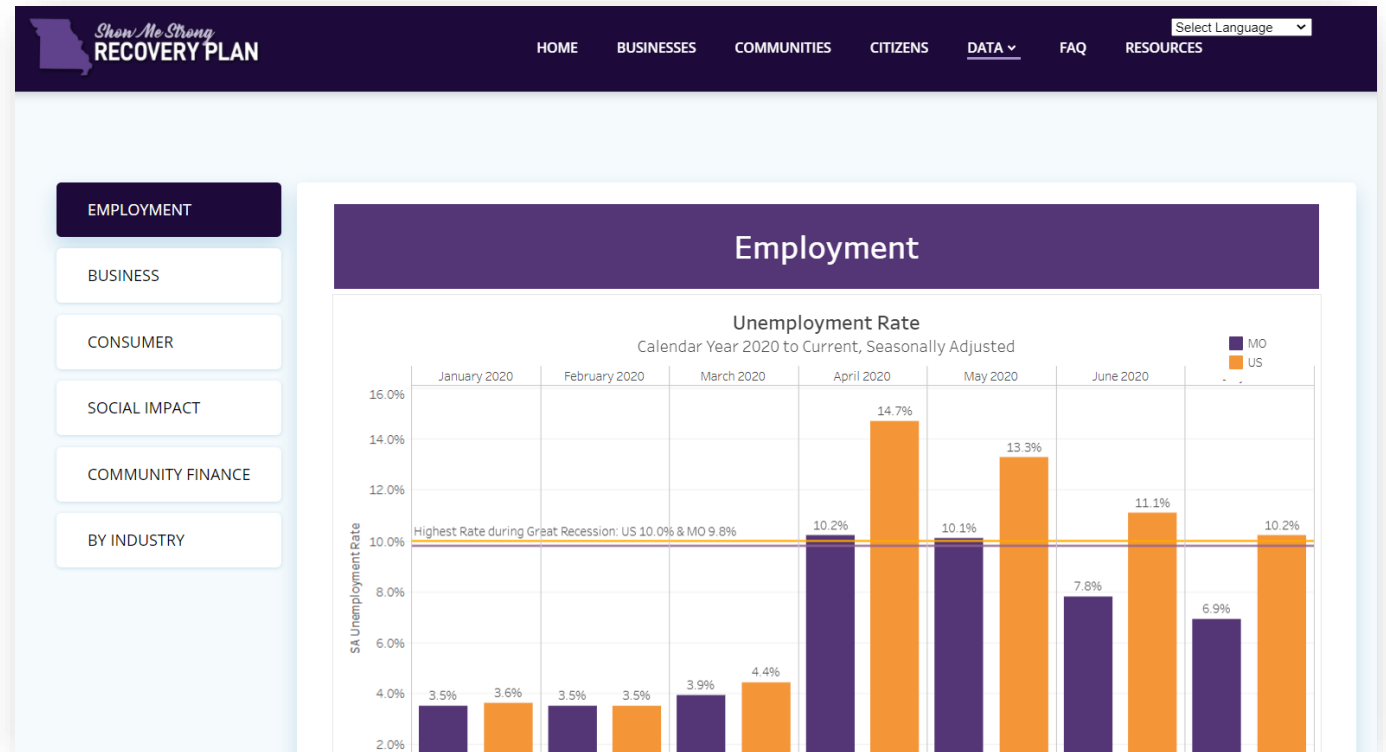
coursera

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SHOW ME STRONG RECOVERY DASHBOARD

Show Me Strong Recovery Dashboard –
A cross agency effort to provide timely
Missouri economic data to decision makers.

- Employment
- Consumer
- Social Impact
- Community Finance
- By Industry



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RESEARCH FOR RECOVERY

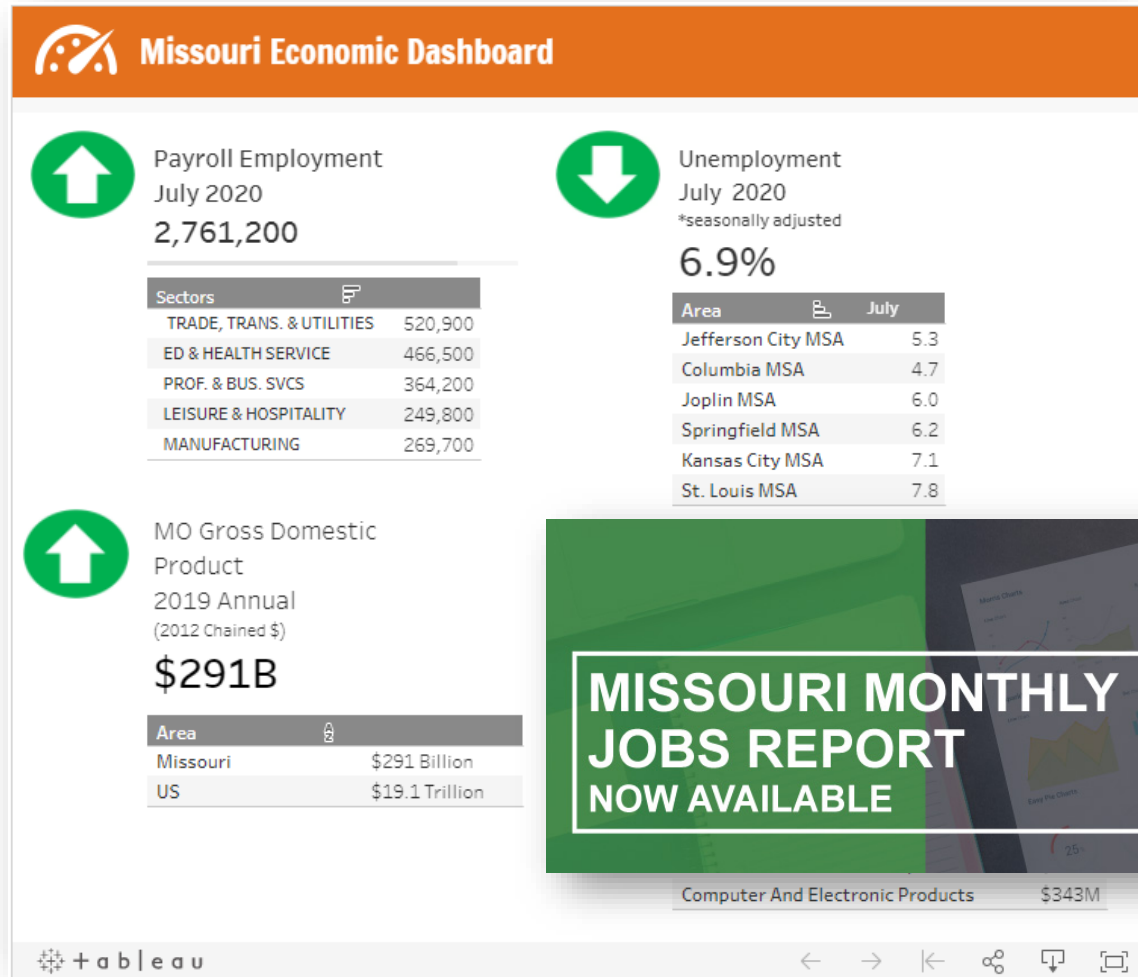
- Job Postings (Burning Glass Labor Insights™)
 - Monthly by state and region
 - Skills data to support education about reskilling opportunities
- Easy access to other resources
 - Current employment situation
 - Regional and county data
 - Workforce research
 - External resources
- Supporting initiatives with data
 - In-demand programming languages
 - Top requested skills to understand value of short-term training



Missouri Top Online Job Postings August 2020		
SOC Code	Occupation Title	Online Job Postings
29-1141	Registered Nurses	2,866
41-2031	Retail Salespersons	1,756
41-4012	Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	1,361
43-4051	Customer Service Representatives	1,332
53-7062	Laborers and Freight, Stock, and Material Movers, Hand	1,169
41-1011	First-Line Supervisors of Retail Sales Workers	1,161
53-3032	Heavy and Tractor-Trailer Truck Drivers	1,146

LABOR MARKET INFORMATION

- Increased demand
 - Statewide, metro and local
- Data challenges
 - Collection
 - Historic trends



CAREER PATHWAYS

- Statewide
- 11 key industry sectors, with various subsectors
- Career progression opportunities in **Now**, **Next** and **Later** levels of education and experience

Transportation & Logistics Career Pathway

MISSOURI ECONOMIC RESEARCH & INFORMATION CENTER
MISSOURI DEPARTMENT OF HIGHER EDUCATION
& WORKFORCE DEVELOPMENT
MAY 2020

What are Career Pathways?

Career Pathways are a sequence of training and education programs designed to develop a person's academic and technical skills. By obtaining stackable credentials and developing new skills a worker can advance over time to successively higher levels of education and employment in a given industry or occupational sector.

Missouri Numbers:

- 18,796 Employers
- 221,770 Workers
- \$55,899 Average Wage

Why Have a Career in Transportation?

Transportation and Logistics are the core of strategic supply chain management. Every person and every industry in the world is influenced by, and depends upon, transport and logistics. Transportation and Logistics represents 9.3 percent of total private sector employment, employing over 221,000 workers across 18,707 businesses in 2018. With a location quotient of 1.35, Missouri's Transportation and Logistics industry has a higher concentration compared to the rest of the nation, with particularly high employment concentrations in Support Activities for Wood Container & Pallet Manufacturing and Boiler, Tank, & Shipping Container Manufacturing. Employment in this industry has been steadily growing, increasing at an annualized 1.3 percent per year from 2013 to 2018. Transportation and Logistics wages averaged \$55,899 in 2018, higher than the state average of \$40,480 for all industries.

Transportation and Logistics has many career pathways with opportunity for a rewarding career with good pay and advancement in Procurement and Sales, Transportation, and Warehousing and Distribution.

Know the Basics


Logistics careers often involve interactions with customers so being able to talk about benefits of a product or service, or accept criticism as a professional company representative is important. Soft skills, such as interpersonal skills, professionalism, and dependability, are important in all industries and occupations. These jobs can revolve around shifts and critical driving times so dependability, along with being flexible when the situation demands, is a valued characteristic.

Skills needed for Success:

In addition, Transportation and Logistics has a set of industry-wide technical competencies that represent the knowledge and skills needed to be successful in this industry: Supply Chain Logistics, Maintenance and Repair, Knowledge and Compliance of Government Regulations, and the ability to adapt and consider new ways of doing things are some of the skills needed for success.

Who's Hiring in Missouri?

K & B Transportation
Crete Carrier Corporation
Marten Transport
Hogan Transportation
FedEx

	Procurement & Sales	Transportation	Warehousing & Distribution
	Sales Managers Entry: \$79,660 Average: \$133,570 Purchasing Managers Entry: \$92,980 Average: \$133,990 Wholesale & Retail Buyers Entry: \$44,530 Average: \$64,200	Airline Pilots, Copilots, and Flight Engineers Entry: \$90,160 Average: \$123,820	Logisticians Entry: \$54,480 Average: \$76,540
or's e or ed e	Degree: Business Administration and Management Certificates: Logistics & Supply Chain Management	Degree: Airline/Commercial Pilot and Flight Crew	Degree: Business Administration and Management Certificates: Logistics & Supply Chain Management
cate, ate, ship, ate-to Term Job ng	First-Line Supervisors of Non-Retail Sales Workers Entry: \$54,350 Average: \$79,510 Sales Reps, Wholesale & Manufacturing Entry: \$39,670 Average: \$65,640 Procurement Clerks Entry: \$34,730 Average: \$41,730	Transportation, Storage & Distribution Managers Entry: \$71,110 Average: \$98,730 Heavy Truck Drivers Entry: \$34,680 Average: \$45,070 First Line Supervisor of Transp. & Material Moving Workers Entry: \$40,620 Average: \$55,940	Transportation, storage & Distribution Managers Entry: \$71,110 Average: \$98,730 First Line Supervisor of Transp. & Material Moving Workers Entry: \$40,620 Average: \$55,940
Term Job ng	Degree: Business Administration and Management Certificates: Commercial Driver's License (CDL), Forklift Operator	Degree: Logistics, Materials, and Supply Chain Management Certificates: Commercial Driver's License (CDL), Forklift Operator	Degree: Logistics, Materials, and Supply Chain Management Certificates: Forklift Operator, Accounting, QuickBooks
	Parts Salespersons Entry: \$22,120 Average: \$33,030 Driver/Sales Workers Entry: \$19,010 Average: \$28,840 Customer Service Representatives Entry: \$26,440 Average: \$35,020	Light Truck/Delivery Driver Entry: \$23,420 Average: \$35,070 Transportation Attendants (ex. Flight Attendants) Entry: \$26,830 Average: \$30,830	Industrial Truck & Tractor Operators Entry: \$23,420 Average: \$35,070 Laborers and Freight, Stock, & Material Movers Entry: \$23,870 Average: \$31,360 Stock Clerks Entry: \$20,940 Average: \$27,320 Shipping, Receiving & Traffic Clerks Entry: \$26,870 Average: \$34,700
	Certificates: Commercial Driver's License (CDL), Business Administration Certificates	Certificates: First Aid CPR AED	Certificates: Commercial Driver's License (CDL), Forklift Operator, Hazardous Materials

MISSOURI ECONOMIC RESEARCH & INFORMATION CENTER
Missouri Department of Higher Education
& Workforce Development
May 2020



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Two Sides of the Same Coin

Gradual
Reopening

Build
Resiliency

New
Normal

Brighter
Future

Health
Care

Testing allows for gradual reopening of the economy.

Continued social distancing & testing develops resiliency to further outbreaks

Treatment and vaccine availability allow virus to be controlled.

Build resilient health care capacity and infrastructure.

Economic

Utilize federal programs and deploy state resources.

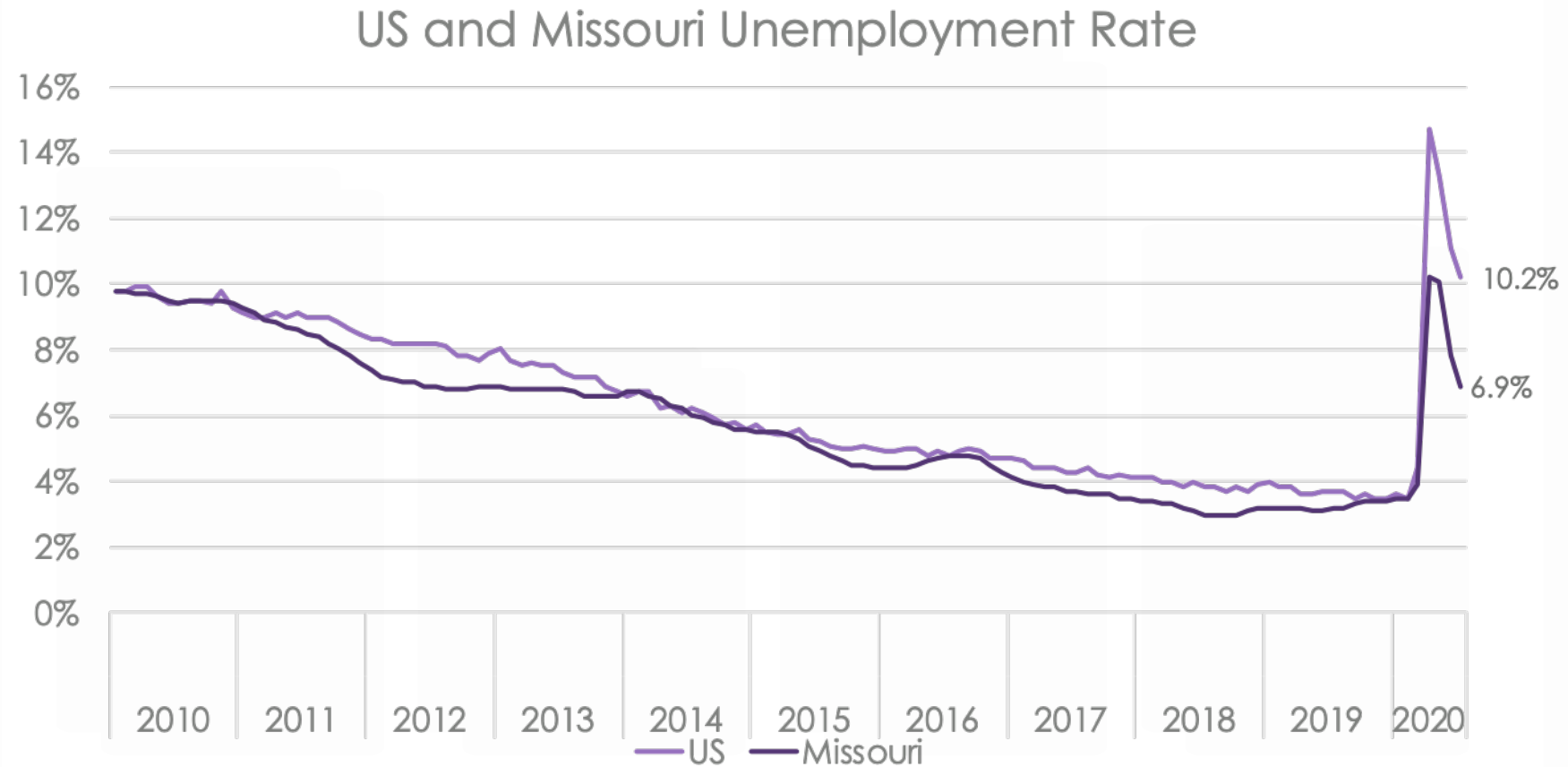
Some economic activity returns based on health care situation, guided by testing.

Widespread business reopening; establish new supply chains; workers retrained and rehired.

Build on existing assets and make economy stronger and better than before.

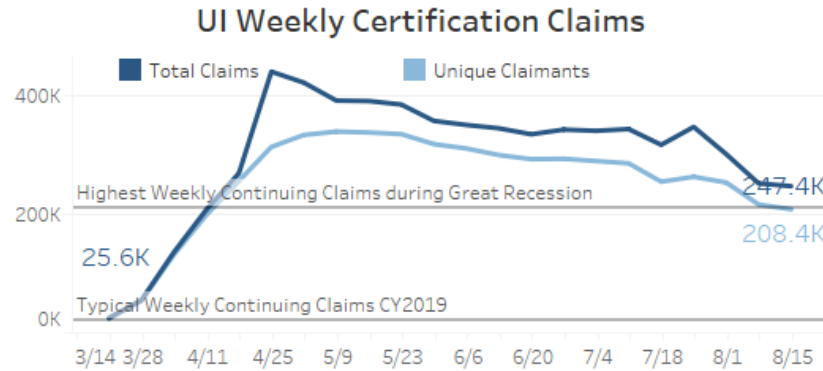
UNEMPLOYMENT RATES SINCE 2007

Missouri's unemployment rate dropped to 6.9% in July, down from 7.8% in June. It remains well below the national rate of 10.2%



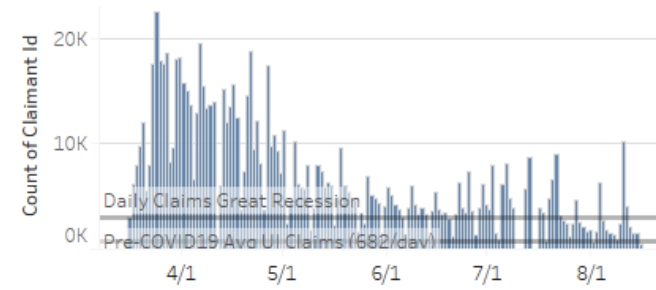
MISSOURI BUSINESS INDICATORS

Weekly requests for UI payments continued to drop for the week ending August 15 and is now at 247,400. The number of unique claimants is following a similar pattern of slow decline and now sits at 208,400.



Source: Missouri Dept of Labor & Industrial Relations (<https://labor.mo.gov>)

Total Initial UI Claims



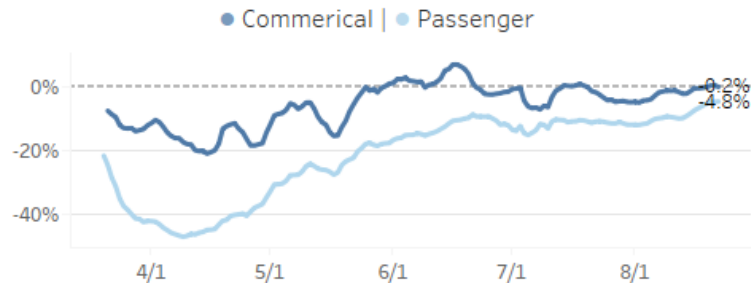
Source: Missouri Dept of Labor & Industrial Relations (<https://labor.mo.gov>)

Initial claims are down from March and April but did show a slight uptick through mid-July. Over recent weeks, initial claims have mostly stayed below the average number of claims during the Great Recession, but remain above normal (Pre-Covid) levels.

NOTE: Quarterly refiling caused the UI numbers to spike on several days in April and July. For consistency, those dates were removed.

Statewide Traffic Volume Change

(7 Day Average, Percent Change from 1 Year Ago)



Source: Missouri Department of Transportation

-After declining in March and early April, State-wide traffic volumes began to recover in May.

-Commercial traffic has been at, or near normal volumes (compared to the same week one year ago). Passenger traffic had leveled off about 10% lower than last year starting in July, but it has edged up in recent weeks and is now down about 4.8% from last year.

Small Business Revenue

(% Change Relative to January 2020)



Source: Womply via TracktheRecovery.org

-After returning to pre-Covid levels in June, small business revenues in Missouri declined and are now down 10.6%.

-There is a wide variance in performance by industry. Retail and transportation businesses are up nearly 18% from January levels, while leisure/hospitality and education/health revenues are down (46% and 30% respectively).

Consumer Spending

(% Change Relative to January 2020)










Source: Affinity Solutions via TracktheRecovery.org based on credit and debit card transactions

-Consumer spending in Missouri is down 8.9% on August 1 compared to January.

Nationally, consumer spending is down 8%.

-Sectors like grocery stores are actually up compared to January while sectors like restaurants and entertainment are still 25 - 50% below.

PROGRAM		TOTAL \$ AVAILABLE	APPLICATIONS SUBMITTED	TOTAL \$ REQUESTED
	SMALL BUSINESS GRANT PROGRAM	\$22,500,000	1,928	\$70,087,999
	FAMILY OWNED FARMS	\$7,500,000	330	\$7,513,009
	NONPROFIT GRANT PROGRAM	\$22,000,000	367	\$45,993,277
	PPE PRODUCTION GRANT PROGRAM	\$20,000,000	36	\$15,373,999
	TOURISM DMO PROGRAM	\$15,000,000	30	\$11,020,861
	BROADBAND GRANT PROGRAM	\$20,000,000	23	\$5,467,489
	MTC GRANT PROGRAM	\$1,000,000	16	\$929,496

**Brighter
Future**

MISSOURI'S COMMUNITY COLLEGES & OUR ROLE

Community Colleges = Stronger Economy

Missouri's colleges provide opportunity for every student willing to work for it.



Higher Pay

We help Missourians get the skills and credentials they need to earn higher pay.



More Jobs

We help Missouri businesses find the workers they need to grow and create jobs.



A Stronger Economy

When Missourians earn more, the state has more to invest in other top priorities.

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MISSOURI'S COMMUNITY COLLEGES & OUR ROLE

We're training the talent you need.

If you're having trouble finding workers with the right skills, we can help.

Customized Training

Missouri's colleges work one-on-one with employers to develop programs that give employees real-world skills that they can put to work on day one.



A One Stop Training Network

If the training your business needs isn't available at your local college, we'll connect you with another college in the state.

Community Colleges are here to help you

We employ industry experts with real-world experience and credentials to assist your company.

[LEARN MORE](#)



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MISSOURI'S COMMUNITY COLLEGES & OUR ROLE

Examples of Programs and Collaborations:

Collaborating with **Missouri One Start** Team to directly work with business to develop and deliver customized training solutions to support the specific workforce skills needs.

Collaborating with **Missouri's Job Centers** and **One Stop Partners** to connect Missourians to possible resources to skill up and competitively re-enter the workforce.

Missouri's A+ Scholarship Program: focuses on emerging eligible graduates of from designated high schools by providing funds which can support tuition and common fees for eligible students within approved programs at participating public community college or technical college in the state.

Fast Track: provides support to address workforce needs by encouraging adults to pursue a certificate, degree, or industry-recognized credential in an area designated as high need

MoExcels: Grant support creation/expansion of demand career technical programming in the areas

Adult Education & Literacy: Integrating early career pathway education and training options for program participants.

Special Strategic Workforce Initiatives: i.e. Missouri Apprenticeships, TAACCCT Grants, SkillUp



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MISSOURI'S COMMUNITY COLLEGES & OUR ROLE

12 colleges | 90k students | 15k degrees & certificates awarded



\$3,197

average tuition at a community college in Missouri

Who attends community college?

60%
women

13% African American
1% American Indian/
Native Alaskan

62%
get financial aid

40%
men

2% Asian
4% Hispanic
75% White

48% receive
Pell grants

9% Under 18
46% 18-21
24% 22-29
22% Over 30

Course Load

46% Full-Time
54% Part-Time

21%
awarded federal
student loans



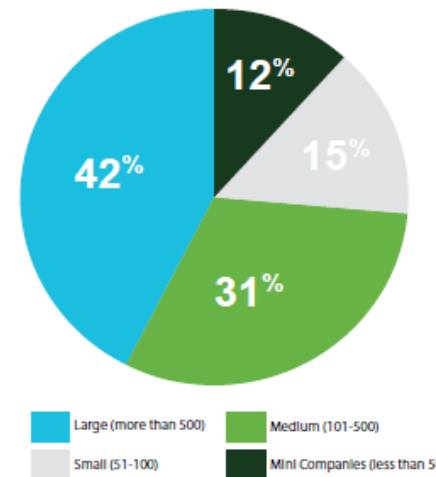
\$11,000

more income per year
than workers with a high
school diploma or less

More Information: <http://www.missouricolleges.org/>

NUMBERS

Distribution of Training Grants in FY19
by Number of Company Employees



Number of Trainees

New	1,198
Upskilled	17,253
Total	18,451

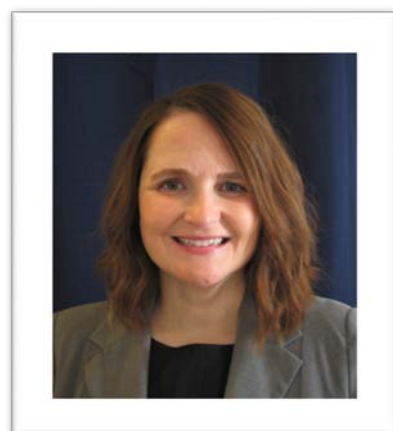
Note: Employer grant educational partners include community colleges, state technical college & designed technical K-12 schools.

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THANK YOU & QUESTIONS



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