Building Partnerships: Strategies for Engaging Economic Development Organizations and Chambers
Betsy Cohen
Executive Director, St. Louis Mosaic Project

Nicole Pumphrey
Director of Strategic Partnerships, Welcoming Center for New Pennsylvanians
The Continuum of Activity: From Communication to Collaboration

As two organizations move towards a more formal collaboration
Professional Connector Program

GOAL: Connect globally-minded professionals in the St. Louis bi-state region with foreign-born and newcomer job seekers. In addition to connecting "participants" with other local professionals, volunteer "connectors" meet with and share their industry knowledge and job-seeking advice. The Professional Connector Program is sponsored by St. Louis Mosaic Project and St. Louis Regional Chamber.

PARTICIPANTS
Seeking foreign-born and/or new-to-St. Louis professionals in search of career mentoring and networking. Participants must be proficient in English, live in the St. Louis region, and have a college degree and two-year valid work permit/visa.

enrollment
Visit www.stlmosaicproject.org
Select the Get Connected tab and complete an online application

CONNECTORS
Seeking local professionals to meet with skilled, new-to-St. Louis residents. Have a cup of coffee with three job-seeking newcomers (1x), share your insight, and help them connect to other professionals.

enrollment
Contact Jeri Peterson
St. Louis Regional Chamber
(314) 444-1165
jpeterson@stlregionalchamber.com

Immigrants are encouraged to complete the free, online Upwardly Global program to fully take advantage of this program - www.upwardlyglobal.org/job-seekers/online-training-programs

Betsy Cohen
(314) 615-8107
ecohen@worldtradecenter-stl.com
www.stlmosaicproject.org

GOAL: To be the fastest growing major metro for foreign-born by 2020.
Hiring International Talent: It's Not That Hard to Do

St. Louis Mosaic Project along with the Regional Business Council are working to create a more inclusive, globally welcoming workplace. Hiring international talent can make sense for a number of business reasons, but did you know that it really isn't as difficult as you may think?

INTERNSHIPS
- Hire international students for Curricular Practical Training (CPT) as part of their study program.

LEGAL ADVICE
- Legal counsel can help identify different visa options for your talent needs. St. Louis Mosaic Project offers companies one free hour of legal immigration advice.

BEFORE YOU SPONSOR
- "Try out" an international student before making an additional commitment to sponsor them for a longer-term visa application. Did you know, a company can hire an international student for 12 months after completing their academics, or an additional 17 months for STEM graduates?

TELL THEM WHY
- Hiring international talent can make sense for certain skill sets and to grow your business. Hiring globally also may add to your organization's goals for diversity, inclusion and helping employees work in a more global environment.

GLOBAL TALENT POPULATION
- Thousands of international students are studying in the St. Louis area, consisting of STEM fields, business degree programs.
- International employees of St. Louis companies and their spouses, many of whom may work in the U.S.
- St. Louis company employees who are international and working outside of the U.S., but considering moving to St. Louis.

GOAL: To be the fastest-growing major metro for foreign-born by 2025.

Betsy Cohen
(314) 635-8167
mccabe@balldiamondcenter.org
www.stlmosaicproject.org
Phase 1:

Developing Relationship & Setting a Foundation

- Making Interpersonal and Professional Connection
- Understanding Motivation, Assets, Needs, and Goals/Objectives
- Trust-Building
- Less Time Required
- Entities work independently

Communication

Networking

Cooperation
Phase 2: Sustaining Relationship & Building on a Solid Foundation

- Must engage in Phase I interactions prior to developing effective Phase II interactions
- Deepening Interpersonal and Professional Connection
- Respecting and Leveraging Motivation, Assets, Needs, and Goals/Objectives
- Taking Risks based on Trust
- Sharing Power, Praise and Consequences
- More Time Required
- Entities work collaboratively
No more important piece of the puzzle than this:

Understanding your **WHY**.
Keep in mind:

Messaging matters.
3-2-1 Group Activity: Understanding your Why

- Identify 3 assets that you bring to the table
- Define 2 goals for working with this organization
- Create 1 message that will bring you closer to these goals, keeping assets in mind
Messaging Activity: Adding on

Stay in groups, use post-its to add key words or suggest an approach for presenting this message
So
What
Next?