

WELCOMING ECONOMIES

convening

SYRACUSE, NY



OCT. 23-25, 2017

building bridges for economic inclusion



Building Partnerships: Strategies for Engaging Economic Development Organizations and Chambers



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The Continuum of Activity: From Communication to Collaboration

Communication...
[Phase 1]

Collaboration
[Phase 2]

As two organizations move
towards a more formal
collaboration



FREE CONCERT

Music Without Boundaries CORTANGO ORQUESTA

Sunday, December 17 at 7:00pm
International Institute of St. Louis
In the gym
3401 Arsenal St,
St. Louis, MO 63118

St. Louis Symphony Orchestra musicians—Cally Banham, Asako Kuboki, Chris Tantillo, Melissa Brooks and David DeRiso—along with celebrated jazz musician Adam Maness, are Cortango Orquesta, an Argentine tango band with a symphonic twist. Join them and special guest SLSO principal harp Allegra Lilly for a casual evening of live music with a Latin flair, including holiday selections perfect for the season.

This concert is free, open to the public, and will last about an hour. No tickets are needed, but RSVPs are requested at slso.org/freeconcerts.

Concert presented in partnership with



WORLD TRADE CENTER®
ST. LOUIS

slso.org/freeconcerts



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



GOAL:
To be the fastest growing
major metro for foreign-born
by 2020.

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St. Louis Mosaic Project

1 SELLING ABROAD

If your company is selling globally, international talent will know local customs, language and procedures.

2 GLOBAL SUPPLY CHAIN

International talent can use language and skills to expedite products and services.

3 CONSUMER DIVERSITY

If your U.S. consumer growth includes various ethnic groups, international talent understands these consumers, accelerating business success.

4 STEM TALENT

International students with STEM degrees are ready to work. Nearly 20 percent of St. Louis regional companies are in need of science, technology, engineering and math talent.

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.

▼ 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?

▼ 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.

▼ 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

GOAL:
To be the fastest growing major metro for foreign-born by 2020.

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Thousands of international students are studying in the St. Louis area — 27% STEM fields, 17% business degree programs.

International employees of St. Louis companies and their spouses, many who 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.

9000
international
students



PHILADELPHIA IMMIGRANT INNOVATION HUB



ROADMAP FOR GROWTH

A Vision for the City of Philadelphia

A SHARED AGENDA FOR THE CITY TO PROMOTE ECONOMIC GROWTH AND JOB CREATION



GREATER PHILADELPHIA
CHAMBER OF COMMERCE

Earnings of Main Street Business Owners in Philadelphia



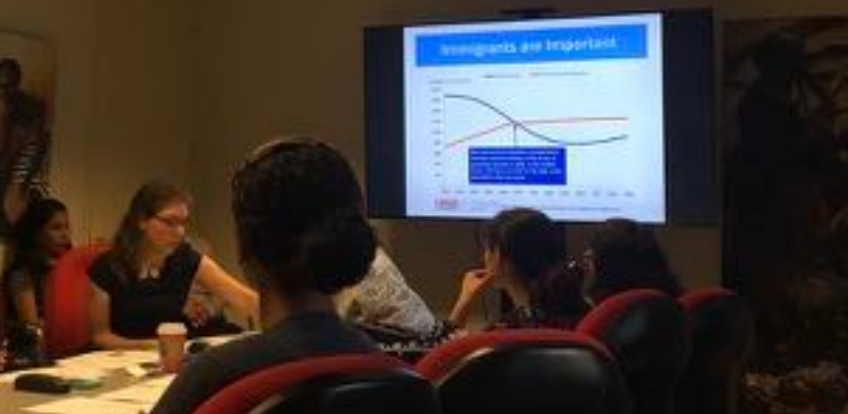
■ Foreign Born
■ Non-Foreign Born

Source: American Societal
Council of the Americas

"Accelerating immigrant integration boosts the region's economy by expanding the supply of low- and high-skilled workers and encouraging entrepreneurship and job creation."

- Peter Gonzales, President & CEO of the
Welcoming Center for New Pennsylvanians

CITIZENSHIP IN *ACTION*



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Center for
NEW PENNSYLVANIANS

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IMMIGRANTS: BOOSTING ECONOMIC GROWTH

A Two-Part Symposium Series



Featuring Keynote Speaker
Jim Kenney

Join us for a symposium event
that will provide a platform
for public discussion around
immigrant integration in
Philadelphia and on a
national level

November 17, 2015

5:30PM National Museum
of American Jewish History

Immigrant
Integration as an
Economic
Development Strategy

Register Now:

[AL DIA NEWS.com/events](http://ALDIA NEWS.com/events)

For sponsorships, contact:

Aileen Connolly,

aileenc@aldianews.com

Phase 1:

Communication

Networking

Cooperation

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

Phase 2:

Partnership

...

Collaboration

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

COLLABORATION CANVAS

Problem Statement	Barriers to Execution	Benefit Proposition	Target Population
	Resources Needed		Key Partners
Concept/Idea		Engagement Strategies	

So
What
Next?