



**EARN & LEARN**  
Dream Big. Climb Higher.

# Executive Summary & Services

## ABOUT US

### Who We Are

Earn & Learn is an Education Technology organization that works to effectively scale work-based learning experiences for all learners. We are a funneled point of contact for employers to work with a region's schools, colleges, and community organizations to develop a local diverse talent pipeline and provide equitable access to high-wage, high-growth careers.

### Earn & Learn By The Numbers

- ✓ 9,663 Employer Partners
- ✓ 4,500+ WBL Events
- ✓ 4 County Offices of Education
- ✓ 150,000 Learners Engaged
- ✓ 13 Community Colleges
- ✓ 400+ ELENA Users
- ✓ 25+ K-12 School Districts

### The Problems We Solve

- ✓ Streamlining the connection between Employers and Education for seamless WBL from end-to-end
- ✓ Database repository for institutional knowledge of employer engagement, contacts and experiences
- ✓ Tracking valuable engagement and impact data

## SERVICES

### Earn & Learn Employer Network Activated (ELENA)

The ELENA cloud-based (built on Salesforce) community web portal offers users the ability to collaborate. Key features include access to ongoing employer engagement, WBL activity tracking, employer WBL pledge forms, and real-time reports and dashboards (aligned with SWP, Perkins, and CTEIG). Open API allows for easy integrations.

### Connector Pathway and Onboarding

Along with our comprehensive onboarding process, Earn & Learn facilitates a year-long series of professional development opportunities tailored to support your organization's WBL and employer engagement efforts. Offering workshops which leave Connectors with the confidence to engage, learn and build community.

### Employer Engagement

Convening local industry partners is essential to the success of any WBL initiative. Earn & Learn will help you identify and engage employers in specific sectors aligned to your WBL needs.

### Earn & Learn Toolkit

The Earn & Learn Work-Based Learning Toolkit was developed as a how-to guide for designing, planning, a implementing quality Work-Based Learning activities for learners of all ages in all settings, including K-12 schools, community colleges, adult education programs, alternative education programs, workforce training programs and other career related education and/or training programs. The toolkit is designed to assist leadership, work-based learning connectors, teachers or faculty and their intermediary partners in implementing and supporting quality Work-Based Learning activities for all learners that are part of the Earn & Learn community

### Virtual Work-Based Learning Experiences

Let Earn & Learn plan, project manage and facilitate WBL experiences for your learning community. Examples include: Manufacturing Week, Health Careers Day, STEM Week, STEAM Week, ICT Career Day and more.