

Canvas Process Sequence

The Jobs Council Deliberative Process

The process for this year's Council sessions asks council members to come off of the dais to join an additional 30-50 key stakeholders and subject matter experts (8 to 10 per table) to deliberate in town hall style on the specifics of the job creation agenda for each program theater. Session participants will work through a schedule of questions that corresponds to a "Program Theater Canvas". The canvas included below.

Consensus conclusions from each theater's deliberations will be presented to the Council at the end of the day. In addition to producing recommendations for legislation, the process is intended to produce a coherent state-wide matrix of all job creation needs ultimately leading to better planning, execution and accountability (at the state, regional and local levels). The following sequence is the order in which the deliberative process should flow in accordance with the Program Theater Canvas.

Definitions and Goals

1. Theater Definition/Metrics

- How do we define and measure the theater? Synonyms?
- How does the theater create new economic base jobs?

2. Players/Stakeholders

- Who are (or could) be procuring agents, key stakeholders?

3. Economic Sectors

- What economic sectors or markets are the focus of the theater?

4. Jobs/Transactions

- How many jobs and transactions are to be created by the theater?
- By their key players?

5. Program reliant

- How many of the total jobs/transactions must be procured by programs versus occur organically or unassisted?

Factor of production Gaps/Solutions

6. Marketing/Sales Apparatus

- Is the theater's marketing and sales apparatus scaled to the number of jobs and transactions that must be generated and managed?

- What are the gaps and their related prescriptive solutions?

7. Real Estate, Infrastructure and Capital

- Will the Theater have the land and building inventory, infrastructure and capital required for the estimated jobs/transactions?
- What are the gaps and their related prescriptive solutions?

8. Workforce Housing and Community Quality

- Will the theater have the qualified workers needed to staff the new jobs estimated?
- What are the gaps and their related prescriptive solutions?

9. Leadership, Organization and Business Climate

- Does the theater have the leadership, plan, organizations and the business climate to develop the estimated number of jobs/transactions?
- What are the gaps and their related prescriptive solutions?

Job Creation Program Theater _____

Discussion Lead: _____

Participants: _____

1.Theater Definition Key Metrics	2. Players Procuring Agents Factor of Production Allies Constituents	3. Economic/Industry Sectors	3. Jobs & Transactions (from assessments)	Program Reliant
Marketing and Sales	Real Estate, Infrastructure & Capital	Workforce, Housing & Community Quality	Leadership, Organization & Business Climate	
Key Metrics	Key Metrics	Key Metrics	Key Metrics	
<u>Gaps</u> Sales Marketing	<u>Gaps</u> Building Land Infrastructure Capital	<u>Gaps</u> Qualified workers/Key occupations Housing Community quality	<u>Gaps</u> Leadership Organization Business Climate	
<u>Prescriptive Solutions</u>	<u>Prescriptive Solutions</u>	<u>Prescriptive Solutions</u>	<u>Prescriptive Solutions</u>	