

## Matt Falter Biography

Matt Falter currently serves as the Project Director for the Ohio Business Resource Network (OBRN). The OBRN is a collaborative and systematic process to provide individual businesses with a single point of contact in order to address challenges and opportunities and tap into the collective resource of workforce, economic development and education partners. It is also a mechanism for ongoing dialogue to identify and understand common industry challenges and trends and to develop shared solutions.

In his current role as Project Director, Matt coordinates and oversees an employer outreach strategy with OBRN project staff that encompasses 6 Workforce Development Boards and 16 counties in Ohio. Since the expansion of the network in 2012, via a \$6,000,000 USDOL Workforce Innovation Fund grant, the OBRN has conducted over 1800 employer interviews and assisted businesses access over \$11,600,000 in workforce and economic development programs and services.

In March 2017, the OBRN was awarded a \$41,000 technical assistance planning grant from the Appalachian Regional Commission (ARC) for the Coal Business United Resource Network (Coal BURN) Real-Time Insights for Real-Time Actions project. Matt will lead this new multi-county, multi-state consortium that will draw on data and actions that currently exist while obtaining information and data on specific skills needed in the workplace, and helping the workforce system to more effectively enable dislocated workers to meet the needs of local businesses. Data collected will be integrated into an interstate development strategy and the OBRN model will be expanded to include Pennsylvania and West Virginia.

Matt has over 17 years of project management experience in workforce and economic development. Prior to joining the management team at the Workforce Initiative Association (Area 6- Canton, Ohio) in 2014, Matt worked for Thomas P. Miller and Associates (TPMA), a national workforce and economic development consulting firm based in Indianapolis, Indiana.

Before joining TPMA, Matt worked for the Ohio Department of Development and the Ohio Development Services Agency for 5 years, serving as the Regional Workforce Development Director and Regional Business Services Agent. Matt was responsible for managing workforce and economic development project incentives (tax credits, loans and grants) in Northeast Ohio, covering 18 counties and 4 major metropolitan areas, as well as managing client relations. Included in Matt's portfolio of capital investment projects in Northeast Ohio were companies such as Goodyear, Bridgestone, Vallourec Star, Lincoln Electric, American Greetings, Diebold, Timken Co., General Motors, Ford Motor Company, Republic Steel, etc. that included over \$1 billion in regional investment.

Matt also worked for the Workforce Investment Board in Trumbull County, Ohio for 8 years in project management and was instrumental in helping to design and develop the BRN employer outreach model back in 2008. He was instrumental in the design and implementation of the first Incumbent Worker Training Grant program in Trumbull County, assisting local businesses with more than \$200,000 in grant funding, as well as serving on the project team that designed, developed and implemented the region's first tri-county job expo held in Youngstown, Ohio that featured 150 employers and attracted over 5,000 job seekers.

Matt holds a Bachelor's of Arts degree from Kent State University.