

# Corporate Partnerships with the Campus Veteran Office

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Military and Veteran Center
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#### Overview

- Funding/Donations
- Corporate Relations
  - Events
  - Advisory Council

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#### **Learning Outcomes**

- Attendees will be equipped with best practices and tools to engage with corporate partners.
- Attendees will develop strategies for creating a council with corporate members.

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#### **UTD Military and Veteran Center**

- Student Affairs Department
  - 3 full-time staff: Director, Assistant Director, Administrative Assistant II
  - 2 student workers (10 hours/week): PAVE & Marketing
  - 2-8 VA work study
  - \*\*Benefits are processed by dedicated staff in Office of Financial Aid\*\*
- · Opened in 2012 with AD and AA1
- Moved to current space in 2017

https://veterans.utdallas.edu/

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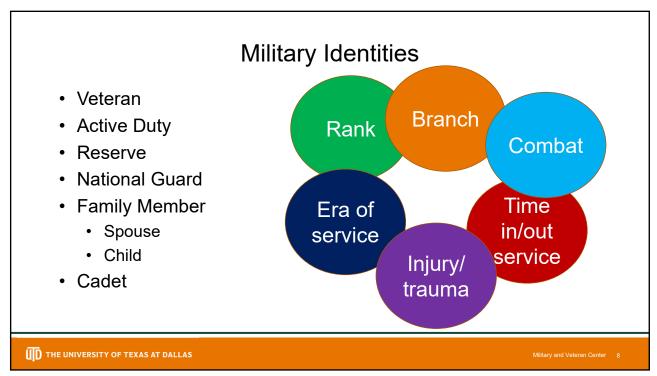
#### Military and Veteran Center – 4 Goals

- Foster community among students during their transition to campus life and with the UTD alumni veteran network.
- Honor military service within the UTD community and recognize academic achievements.
- Connect students to the resources, services and programs they need to be successful at UTD and beyond.
- Inform/educate the campus, community and prospective students.

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# Discussion Questions – Funding/Donations

- How do you fund your events?
- · Do you fundraise or participate in university giving days?
- Do you have a website for donations?
- In what capacity do you connect with alumni veterans?

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# Funding / Donations

- Donations
  - General
  - Designated
- One-time or Ongoing
  - Endowments
- In-Kind Donations

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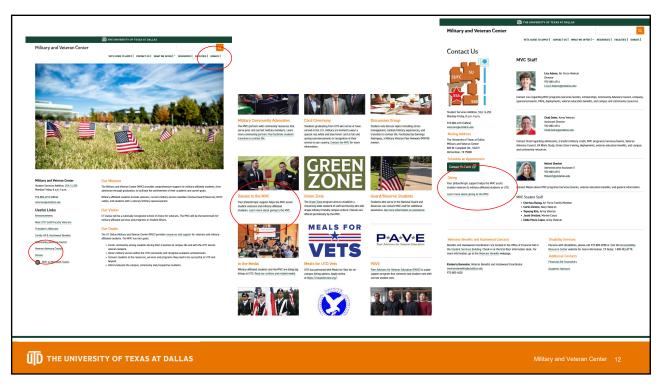
# Immediate Action Items - Funding

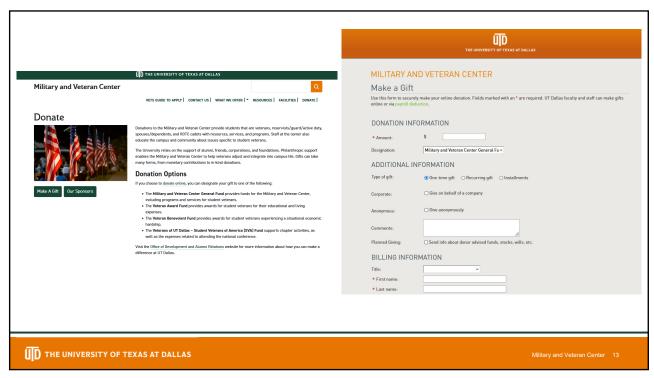
- Get a website for online donations
  - Collect donations
  - Recognize sponsors/donors
- Participate in university Giving Days
- · Reach out to alumni via newsletter/emails
  - Collect during cord/graduation ceremonies/events

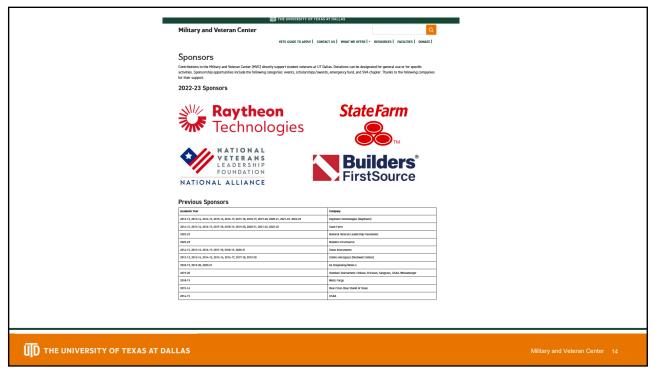
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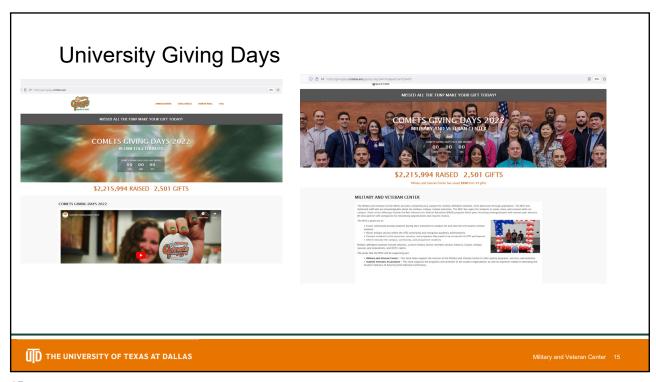
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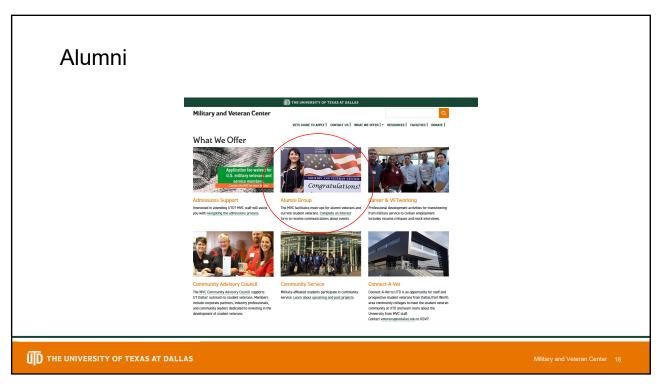
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## Discussion Questions - Corporate Relations

- What is your experience level with companies?
  - Frequent Monthly engagement/communication with companies
  - Moderate More than once/semester
  - Rare Once per year
  - Never
- When do you engage with companies?
  - Offices on Campus: Development/Career Services
  - Campus Events/Hiring Fairs
  - · SVA National Conference
  - SVA Chapter Meetings

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## **Company Connections**

- · Career Services
- Advancement/Development Office
- · Introductions / Networking
- Events
- Advisory Council

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#### **Corporate Donations**

- Donations
  - General
  - Designated
- One-time or Ongoing
  - **Endowments**
- In-Kind Donations

- 2021-22 State Farm Veteran Award \$1000 (5 recipients)
- 2021-22 Raytheon Veteran STEM Award \$1000 (11 recipients)
   2021-22 Hicks Memorial Award \$500 (2 recipients)
- 2020-21 State Farm Veteran Award \$1000 (5 recipients)
- 2020-21 Raytheon Veteran STEM Award \$2000 (4 recipients)
   2020-21 Hicks Memorial Award \$500 (2 recipients)

- 2019-20 State Farm Veteran Award \$1000 (5 recipients)
   2019-20 Raytheon Veteran STEM Award \$2000 (4 recipients)
   2019-20 Hicks Memorial Award \$500 (2 recipients)
   2018-19 State Farm Veteran Award \$2,500 (4 recipients)
- 2018-19 Raytheon Veteran STEM Award \$2,000 (4 recipients)
   2018-19 Hicks Memorial Award \$500 (2 recipients)
- 2017-18 Raytheon Veteran STEM Award \$2,000 (4 recipients)
   2017-18 State Farm Veteran Award \$2,500 (4 recipients)
- 2017-18 Hicks Memorial Award \$500 (2 recipients)
- 2016-17 State Farm Veteran Award \$2,500 (4 recipients)
   2016-17 Hicks Memorial Award \$500 (2 recipients)
   2015-16 Hicks Memorial Award \$500 (1 recipient)

- 2014-15 Raytheon Veteran Award \$500 (4 recipients)
   2014-15 Hicks Memorial Award \$500 (1 recipient)
- 2014-15 USAA Veteran Student Support Award \$1,000 (5 recipients)

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#### Tips for Connecting with Companies

- Referrals from Career Center/Career Management Center
  - Introductions from companies that want to engage with student vets
- Companies that reach out to us
- Companies that we are already connected: Advisory Council
- Companies with veteran/spouse hiring initiatives
- Local vs regional vs state vs national
  - Time your event with career expos/job fairs
- Vetting companies
  - Seeking to employ veterans and have a track record
  - Jobs appropriate for their education
  - Employment opportunity or trying to get military-affiliated clients
- Include diverse companies/industries to meet students' goals
  - Invites versus Registrants

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#### What works?

- Depends!
- Multiple approaches vs. single approach ("one size fits all")
- · Continuity for relationship building
  - · Veteran Office Staff vs. Student Veteran Organization

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#### Connect with Companies - Events

- VETworking Mixers
- Speed Networking
- · Resume Reviews
- Career Roundtable
- VETiquette Dinner
- Lunch & Learns or Presentations/Workshops
  - Resume Prep, LinkedIn, Networking, Dress for Success, Elevator Pitch, Interview Strategies

METWORKING







# Resume Reviews





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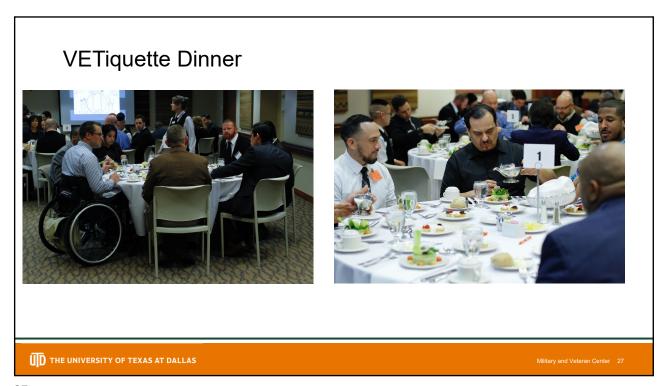
# Career Roundtable & BBQ





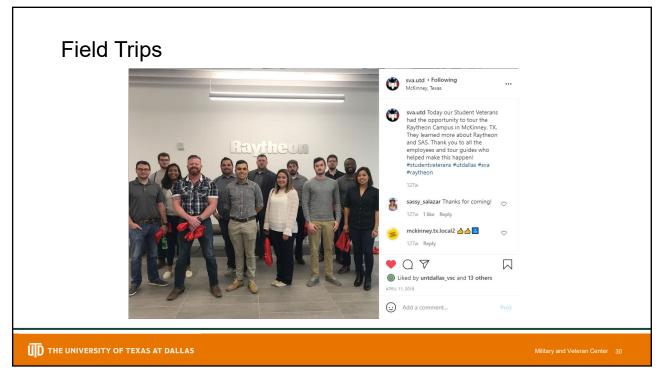
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#### MVC's Advisory Councils

- (External) Community Advisory Council
  - https://veterans.utdallas.edu/mvc-community-advisory-council/
  - 16 companies, 5 UTD offices, 1 alumni, 1 faculty, & 2 student veteran rep
  - · Provide guidance for veteran hiring & transition to civilian careers
  - From 2014-2022, 8 member companies contributed \$226,000+ to MVC & student vets
  - · Committees: Talent Acquisition, MVC Support, SVA Support
- (Internal) Veteran Advisory Council
  - https://veterans.utdallas.edu/veteran-advisory-council/
  - 31 reps, including 7 academic advisors & 2 student veteran reps
  - · Committees: Campus Engagement, Academic Success, Health & Wellness

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#### 2022-23 MVC Community Advisory Council

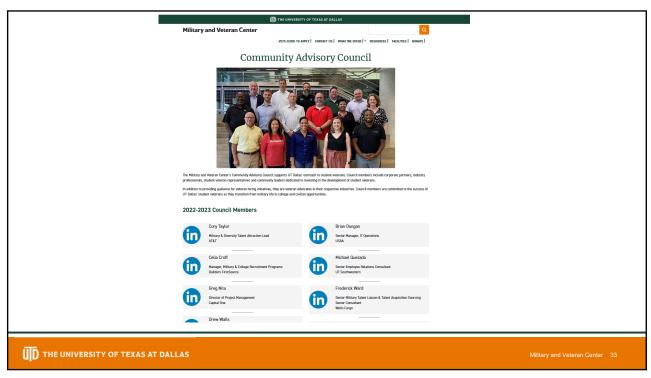
AT&T
Builders FirstSource
Capital One
Collins Aerospace (RTX)
Ericsson
HumCap LP
JP Morgan Chase & Co
Motel 6 - G6 Hospitality
Raytheon Technologies (RTX)
Service King Collision Repair Centers

Southwest Airlines State Farm Texas Instruments USAA UT Southwestern Wells Fargo

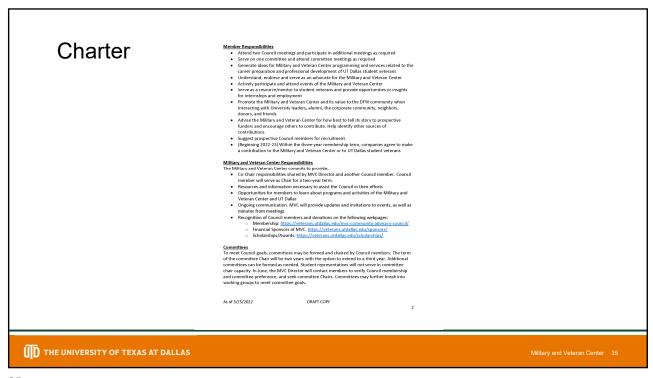
UTD Alumni Veteran(s)
UTD Faculty Veteran
UTD Student Veterans Association
UTD Student Veteran(s)
Career Management Center
Military and Veteran Center
Office of Development & Alumni Relations
University Career Center

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#### Committees

- MVC Support Committee Volunteer committee comprised of workforce professionals, focused on supporting the MVC through tangible and experiential resources. Partners with MVC staff for programs offered to UTD military-connected students that promote education and career opportunities; aid in the transition to educational and civilian professions; and advance and promote workforce partnerships.
- SVA Support Committee Volunteer committee comprised of workforce professionals, focused on supporting the UTD Student Veterans Association (SVA) through tangible and experiential resources.
   Partners with SVA advisor and SVA officers for chapter members' professional and career development (e.g., workshops, field trips, networking).
- Talent Attraction Committee Volunteer committee comprised of experienced, workforce
  professionals aimed at meeting the career goals of UTD student veterans. Develop initiatives that
  attract top talent, enhance internal mobility (e.g., leadership development), and create new pipelines
  (e.g., encouraging students to explore local job opportunities).



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#### Committees

- Committees are charged with creating and accomplishing a goal(s) (solving a problem, exploring new opportunities, etc.) each academic year
- Select Committee Positions
  - Chair is responsible for facilitating committee planning and meetings, promoting community outreach, developing agendas, and coordinating communication with MVC. Chair responsibilities include submitting meeting notes to the MVC Director and providing provide outbriefs to the Council
  - Co-Chair will assist the chair with responsibilities and assist the committee with staying on track; Takes meeting notes in absence of secretary; Connects with sub-committee leads on progress
  - Secretary is responsible for taking meeting notes and submitting to chair/co-chair within one week of meeting



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# External Council - Cost/Budget

- Cost
  - · Meeting space and media
  - · Snacks, drinks
  - · Printing and folders
  - · Recognition/awards
- Budget
  - Gift funds
  - · Membership dues or initial donation
  - · Alternate meeting locations/hosts

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# Meetings

- Logistics
  - Time/Location
  - 2 meetings per AY: Aug & Jan
  - Employer (VETworking) events: Sep, Feb, Apr
- Agenda
  - MVC & Student Veterans
  - · Discussion Questions/Prompts & Event Feedback
  - Company/Org updates (around the table)
  - Guests
- Challenges

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# Recognition

- No Cost (Ongoing)
  - Council webpage
  - Donor/Scholarship webpage
  - Social media
- End of the Year
  - · Individual certificates
  - Plaques to recognize 3-year term



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#### **Outcomes**

- Networking
  - Company to Company; Company to University
  - Company to Student (Interviews/Internships/Employment)
- Feedback & Information Exchange
- Speakers for MVC events
- Camaraderie
- **Evidence of Commitment to Veterans**

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# **Questions/Discussion**

veterans.utdallas.edu



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