

## Strategic Direction Four: Community Development & Economic Vitality

***The Minnesota State Colleges and Universities will work in new and collaborative ways to maintain and build vital communities and economies at the local, regional and state level.***

**Rationale** - Minnesota's higher education systems should "assist the state in being competitive in the world market and to prepare a highly skilled and adaptable workforce that meets Minnesota's opportunities and needs." (Minnesota State Statute Section 135A.053, Subdivision 1.) The Minnesota State Colleges and Universities System is in a unique and important position to help Minnesotans develop the knowledge and skills they need to create strong communities and economies.

### Indicator 10: External Partnerships

#### Measure 10B: Customized Training Revenues

**Definition:** Measure 10B reports system's customized training revenue.

**Significance:** Measure 10B is significant in that it indicates the extent to which the colleges and universities are providing instruction and related services to employers.

**Measure:** Customized training revenues have increased from \$20.3 million in Fiscal Year 2002 to an estimated \$26.4 million in Fiscal Year 2005, as shown in Figure 10B-1.

Figure 10B-1  
CUSTOMIZED TRAINING REVENUES  
ARE INCREASING

