

Parker Dewey Partnerships

FAQ's & Strategies for Success





Today's Agenda



How Does It Work for Companies and Students/Grads?

How Does It Work for Parker Dewey Partners?

Parker Dewey+ Overview

Micro-Internship Programs Overview

Challenges Faced by Students & Recent Grads



Legend F.
Economics, Johns
Hopkins U

- Filtered out of opportunities based on GPA
- Unsure of what to do with major



Adila G. MBA, Niagara Univ.

- Student- Athlete
- Graduated with MBA, but had no time to do internships
- No relevant experience



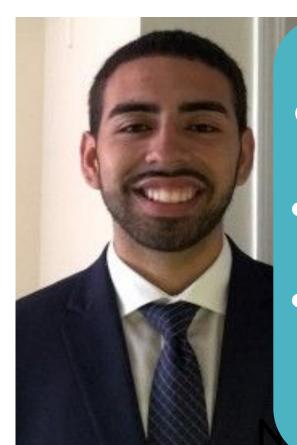
Yayra T. PhD, Chicago School of Prof. Psychology

- Juggling work and school as a PhD student
- Couldn't afford to do unpaid opportunities



Darren B. Marketing, Cal State Northridge

- Overwhelmed by options in field of choice
- Not enough time to explore



Noel A. Chemical Engineering, Texas A&M

- First generation student
- Struggled to make connections at career fairs



Challenges Faced by Employers

"I want to reach students earlier and build my brand."





"Students don't understand think about our corporate roles."



Lenovo

"Students don't recognize our brand."





"I want to recruit for roles outside of what we're known for."











Parker Dewey Overview





PARKER DEWEY

- How Parker Dewey Helps Students: Parker Dewey supports students by creating equitable opportunities to bridge the gap between college and career.
- How Parker Dewey Helps Companies: Parker Dewey helps organizations access, engage, assess, and hire early-career talent through short-term, paid professional assignments (Micro-Internships) which we created in 2015.
- How Parker Dewey Helps You: Parker Dewey is honored to partner with 800+ colleges/universities and nonprofit organizations nationwide to help your students launch their careers and employers recruit early-career talent.







What are Micro-Internships

Micro-Internships are **short-term**, **paid**, **professional projects** that can be completed **on-demand** by highly motivated early-career talent.

- → Projects: Involves a specific deliverable, as opposed to ongoing or regularly scheduled tasks
- → Short-term: Typically a total of 10-40 hours of work by the Micro-Intern
- → On-demand: can be done year-round, with no administrative burdens (payroll, legal, etc.)
- → Paid: Fixed cost to make it simple, usually \$200-\$600 per project
- → **Professional:** Similar to what would be assigned to an intern or new hire

Micro-Internships provide a valuable way to access, engage, assess, and hire for traditional internships and full-time roles.



How Much Does it Cost?

For Students

- Parker Dewey is free and open to all early-career professionals: students, recent grads, career changers, etc.
 - Students can create
 accounts/complete projects
 regardless of whether student's
 university is a "partner" of Parker
 Dewey
 - Includes international students with appropriate authorization (more about this later)
 - Parker Dewey is exclusively available in the U.S. at this time with limited exceptions
- All projects are paid

For Companies

- No cost for companies to create an account or post a project
 - Companies set their budget for each project (min. \$15/estimated hour of work)
 - Companies can hire as many Micro-Interns as they want per project
 - 90% of total cost per project goes to the Micro-Intern (paid by Parker Dewey)
 - No cost to hire the students long-term
- Additional Hiring Program
 Packages available

For Schools/Nonprofits

- BASIC PARTNERSHIP IS FREE AND INCLUDES:
 - Custom landing pages with your logo, colors, messaging
 - Marketing materials to launch and grow program
 - Limited access to data about student utilization and employer engagement
 - Sharing best practices from other partners via newsletter and events
- Additional Partnership options available

How it Works for Companies/Organizations

1

Post a Project

Think about the tasks that need to be done, but don't have the time for or aren't the best use of time.

2

Select an Applicant

Organizations will only see candidates who have proactively applied to the project.

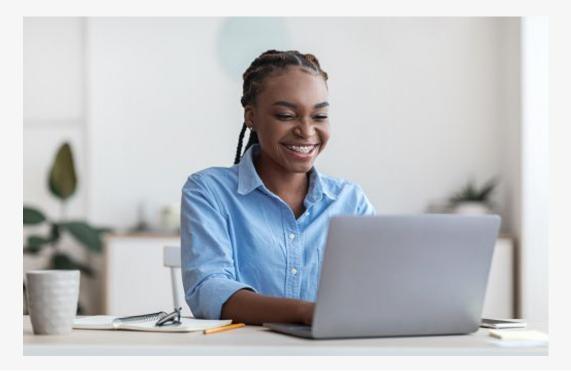
3

The Work Gets Done

The organization and the student have a kick-off meeting, and then communicate as needed based on the project.

Parker Dewey's role:

- Assist in posting projects
- Notify partners and assist in student selection
- Student support and payroll
- As-needed support





Post a Project



What needs to be done



Deadline



Any other details

Browse by Project Type

Micro-Internships allow employers to assess candidate skills and potential through real work assignments. Use these customizable templates as-is or tailor them to meet your current needs. Not only do Micro-Internships serve as hiring auditions—they also double as on-demand project

Select a Category ▼

Compiling Financial Reporting

Assess how candidates organize and synthesize financial data.

SKILLS ASSESSED

- Attention to Detail
- Data Visualization
- Excel Proficiency

View project library

Post Now →

Evaluating Performance Data

Assess how candidates interpret trends and derive insights from real data sets.

SKILLS ASSESSED

- Analytical Thinking
- Critical Reading
- Google Sheets

View Template →

Financial Model Development

Evaluate forecasting and problem-solving skills through scenario-based modeling.

SKILLS ASSESSED

Financial Modeling

Create a Custom Finance Project

Need something different? We'll help you tailor a project to your unique goals.

CUSTOMIZE YOUR FOCUS

Custom Scope

See example of an employerspecific landing page



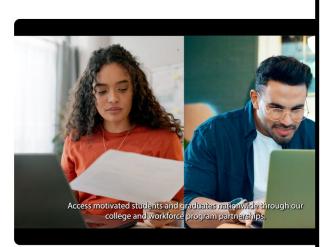


Micro-Internships. **Maximum Impact**

With Parker Dewey Micro-Internships, everybody wins!

Micro-Internships allow your company or organization to get ondemand, professional project support from talented students and recent graduates without having to take on administrative burdens like processing payroll or managing tax forms.

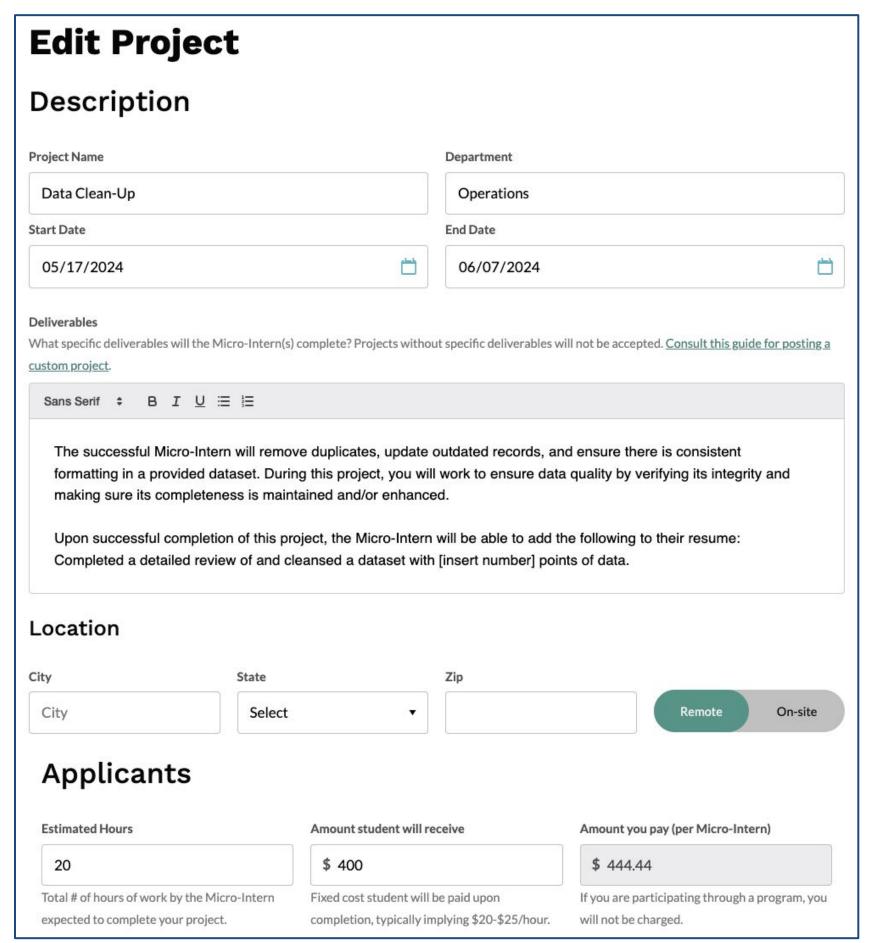
Micro-Internships are also an easy, cost-effective, and proven method for accomplishing recruiting goals, as they allow organizations to engage early career talent in a way that is accessible and appealing to students.







How to Post a Project



Schools & Affiliations/Programs Limit to applicants of specific schools and affiliations/programs This feature is to ensure that only eligible students/recent grads apply. Leaving these fields blank will provide the broadest reach, allowing your project to be seen by all students and recent graduates on the platform. By including specific Schools or Affiliations/Programs in this section, your project will only be visible to those with those schools or affiliations/programs on their profile. If you are participating through a program, make sure to add the program name in the Affiliations/Programs section. Schools Use this field to limit your Micro-Internship exclusively to students or recent graduates from one or more specific schools including colleges, universities, and boot camps. Optional + Add Affiliations/Programs Use this field to limit your Micro-Internship exclusively to participants of specific community or non-profit programs. Optional + Add

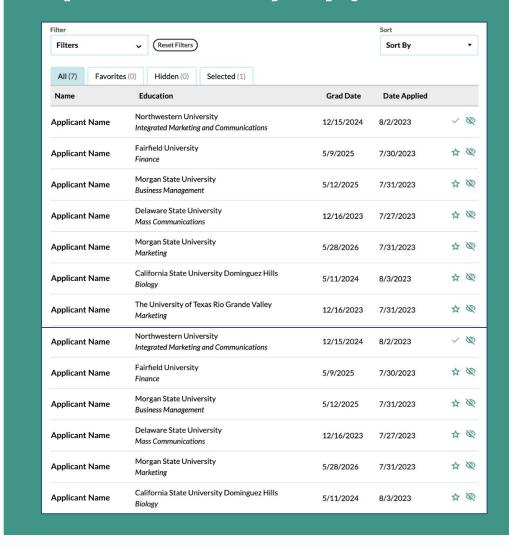
- Company specifies project scope, cost, timeline, target schools/affiliations
- No cost to post a project



Select the Micro-Intern

Company Tutorial: See how the whole process works for companies

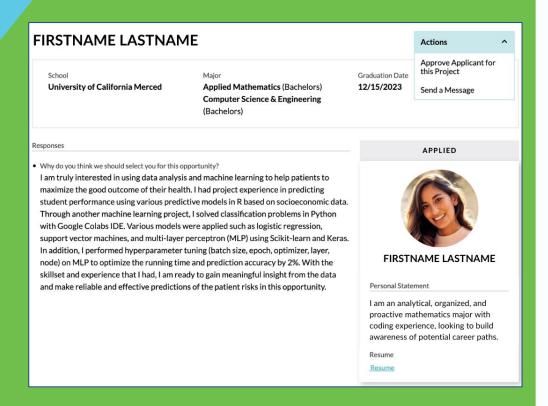
Only see candidates that have proactively applied



View student profiles, resumes, and portfolio documents



Review short-answer questions to quickly make a decision





The Work Gets Done



Kickoff conversation with supervisor

Company and student connect real-time via phone, Zoom, etc. to share whatever needed materials (templates, examples, etc.)



Students use available resources

Micro-Interns use resources available to them such as in-class examples, faculty, alumni mentors, etc.) and through Parker Dewey to complete the projects



Inherently motivated

Over 98% project success rate as students strive to exceed expectations and projects are scoped to be appropriate for college students/recent grads



Ongoing support, including Success Checklists

Parker Dewey's Client Success team is available to answer questions at any time. Parker Dewey also administers each Micro-Internship: payroll, HR documents, taxes (if needed), etc.

Primary Reasons Companies Use Parker Dewey

Confirm Fit and Hire with Confidence

Goal: Identify, audition, and hire talent for a specific opportunity (internship, co-op, full-time role, etc).

Micro-Internship Details: Project demonstrates specific skills that align with the longer-term role. Typically project has "Audition" in the title and will hire 5+ candidates.

Tips for Career Launchers: Apply only if interested in and able to accept a longer-term opportunity with the organization.

Build Talent Pipeline & Brand Awareness

Goal: Access talent who are interested in the work you do, but may not have previously been aware of or interested in your organization.

Micro-Internship Details: Typically research or "Campus Ambassador" projects. Often will hire multiple Micro-Interns per project.

Tips for Career Launchers: Apply to any that seem interesting. This is a great way to explore careers, industries, and companies, and the projects have the potential to lead to something longer-term.

On-Demand Project Support

Goal: Get support and fresh perspective for projects that aren't the best use of your current team's time.

Micro-Internship Details: The skills required range significantly depending on the needs of the organization.

Tips for Career Launchers: Apply if the project is a good fit for your skills. These could lead to additional projects and are great resume builders.

Micro-Internships as a Hiring Tool:

Parker Dewey consults with companies to identify appropriate projects that align with open roles

Job Description: Entry-Level Data Marketer

reporting marketing data to drive campaign strategies and measure effectiveness. Support content strategy and marketing initiatives through data-driven insights, competitor analysis, and performance metrics.

Provide recommendations based on key findings to enhance campaign performance and strategic direction.

Project Ideas

Data Clean-Up and Visualization

Verify and standardize marketing data entries to maintain accuracy, supporting reliable analysis and campaign planning

Skills: Attention to detail, data validation

Content Performance Reporting

Compile and interpret content engagement data, offering actionable insights to refine and optimize marketing strategies.

Skills: Basic reporting, Excel proficiency, critical thinking

Competitive Campaign Analysis

Research competitor marketing campaigns to identify effective tactics and provide recommendations on how to strengthen our competitive edge.

Skills: Market research, creative thinking, presentation skills



Where Micro-Internships Fit In for Employers

What challenges/pain points are you hearing from employers?

This print-ready flyer shares where Micro-Internships can help and includes data and student testimonials to prove that it works!

Access Flyer

Company Testimonials





Case Study: Florida A&M University

Students at Florida A&M University are in very high-demand. FAMU offers Micro-Internships as a way to provide an employers with an additional option to connect with students and build their brand. It is also a low (or no) cost way for local employers and nonprofits to connect with FAMU students.

Because of this program:

- 200+ students have completed or are currently working on 550+ Micro-Internships
- Since 2023, FAMU students have earned >\$190,000 by completing Micro-Internships!!
- Hosted 2 employer webinars with >300 organizations requesting info or posting projects
- Multiple employer partners posting FAMU-exclusive projects as a way to amplify recruiting efforts



How FAMU
Promotes PD on
Employer Website

Employer
Micro-Internships
Website

"I would totally recommend checking out Parker Dewey to any student. I love getting compensated to learn new, transferable skills. I am very thankful for my experience."

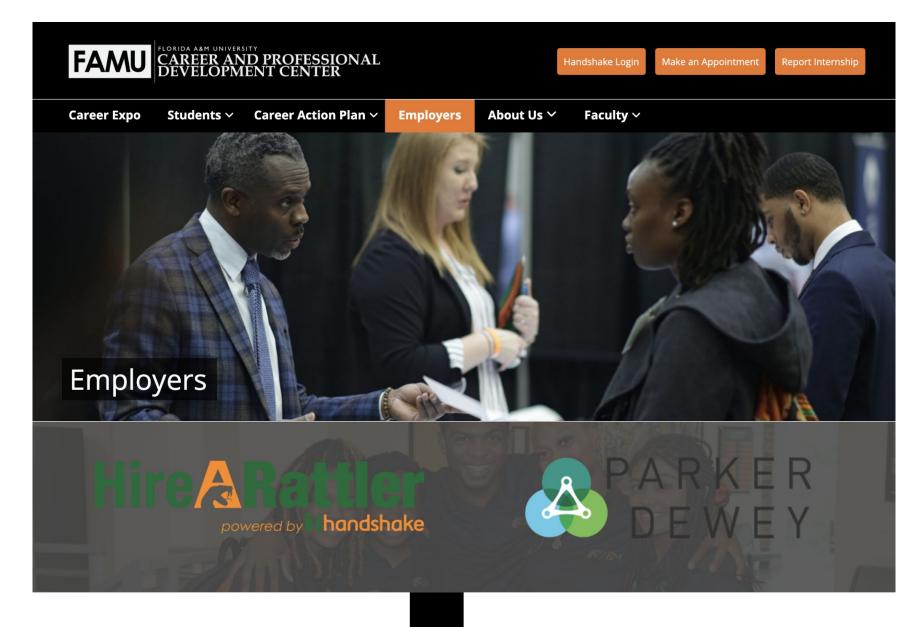
> -Raven Countryman, FAMU '23 School of Applied Health Sciences

Highlights:

- <u>Funding Source</u>: FAMU CPDC funded 3 projects for a FAMU alum; now projects are self-funded or funded through grant received by Parker Dewey
- <u>Career Services Involvement</u>: Promote program to students and employers/alumni
- Status: Employer engagement began in October 2021, ramp up in 2023

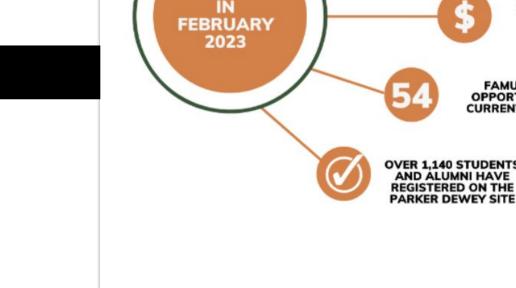


How FAMU Promotes Micro-Internships to Employers



Email about Micro-Internships sent by FAMU to all employers in FAMU's Handshake





REVAMPED

MICRO-INTERNSHIP

FAMU

PROGRAM

Get to Know America's #1 Public **HBCU**

JOB OPENINGS FILLED BY FAMU STUDENTS

PROJECTS COMPLETED (ADDITIONAL 64 IN-

OPPORTUNITIES CURRENTLY OPEN

\$40,650 EARNED BY STUDENTS AND ALUMNI

For the 4th consecutive year, FAMU has been ranked the #1 Public HBCU by U.S. News and World Report. We have exceptionally intelligent and inquisitive students. The Frederick A. DeLuca Foundation has created an avenue by which we can "gift" businesses and non-profits five paid micro-internship at no cost to them. We are offering you the opportunity to create a project, hire one of our students, and the expense will be covered by us.

To get started, click here to view various Micro-Internships that have all been prescoped to take approximately 15 hours of work for the student to complete. You can click on one of the sample projects or choose the "Post a Custom Micro-Internship" to create a project of your own. The grant will cover your first 5 Micro-Internships or have as many as 5 students work on a single project.



option to hire FAMU students

PARKER DEWEY

How it Works for Students/Grads

1

Create a Profile

Takes < 10 minutes and is open to all students AND alumni. No single sign-on or IT integration.

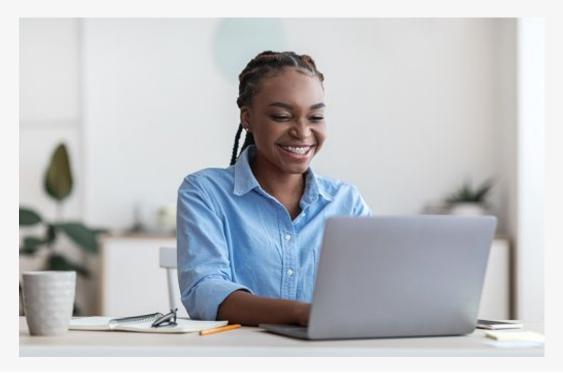
Apply to Projects of Interest Students see active projects and relevant details about the opportunity.

3

If Selected, Complete the Project
Work directly with the hiring manager to
complete the project. Paid by Parker
Dewey upon completion.

Parker Dewey's role:

- Vetting projects:
 - o Is it professional?
 - Is it paid fairly?
- Project administration (HR, legal, payroll)
- Support materials for student success



Create a Profile



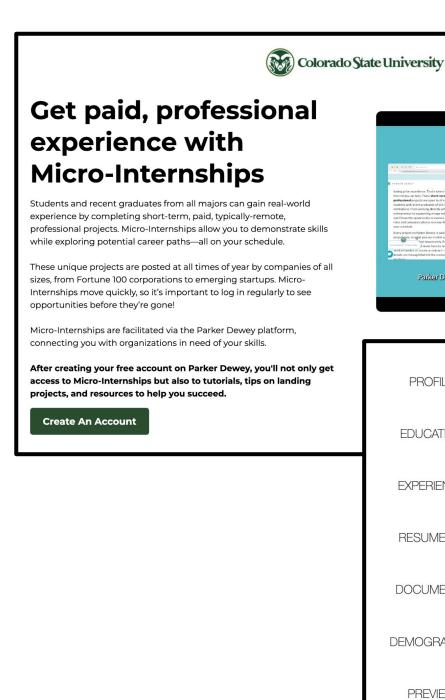
Complete basic information



Add Experience, Education



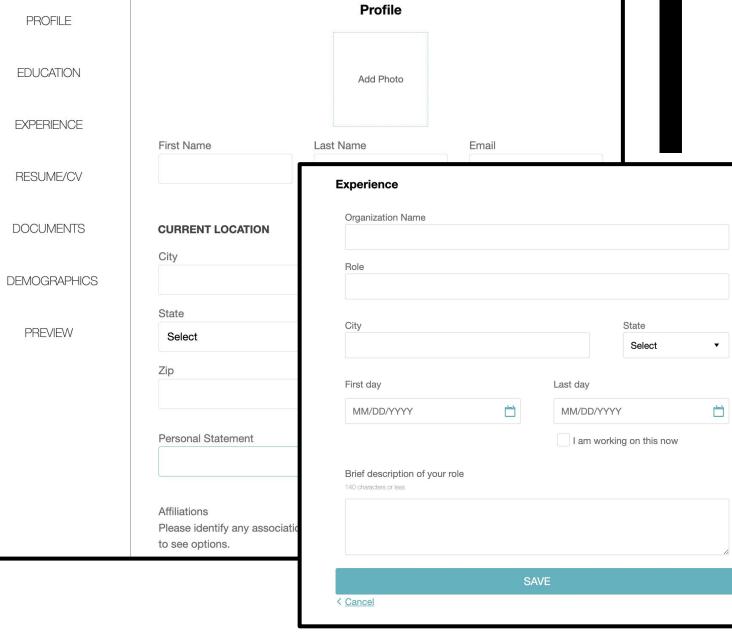
Optional: Upload resume, other documents



View example student landing page

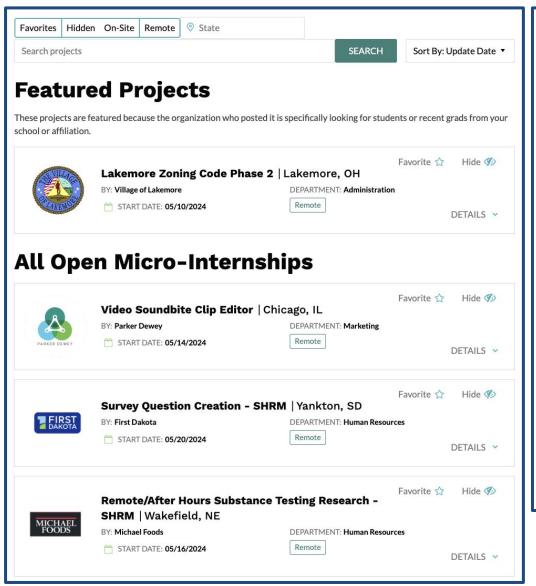
**Build Skills

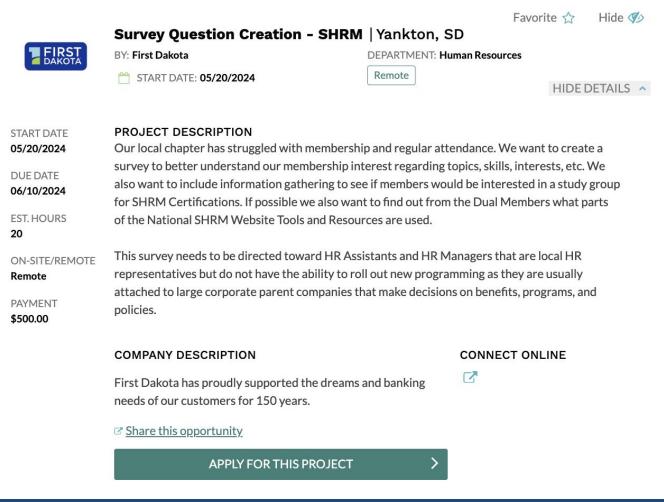
**Parker Dewyy Micro-Internships help you build skills gain confidence, and explore cureer pairs—all on your terms.

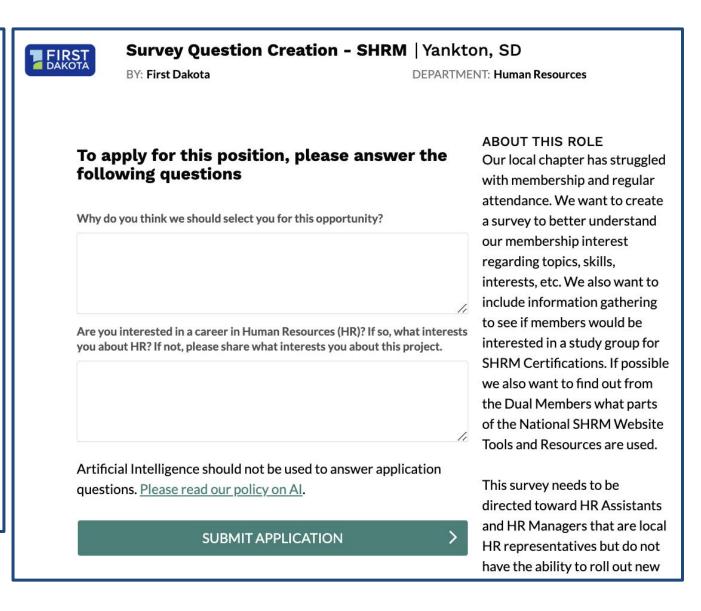




Apply to Projects of Interest





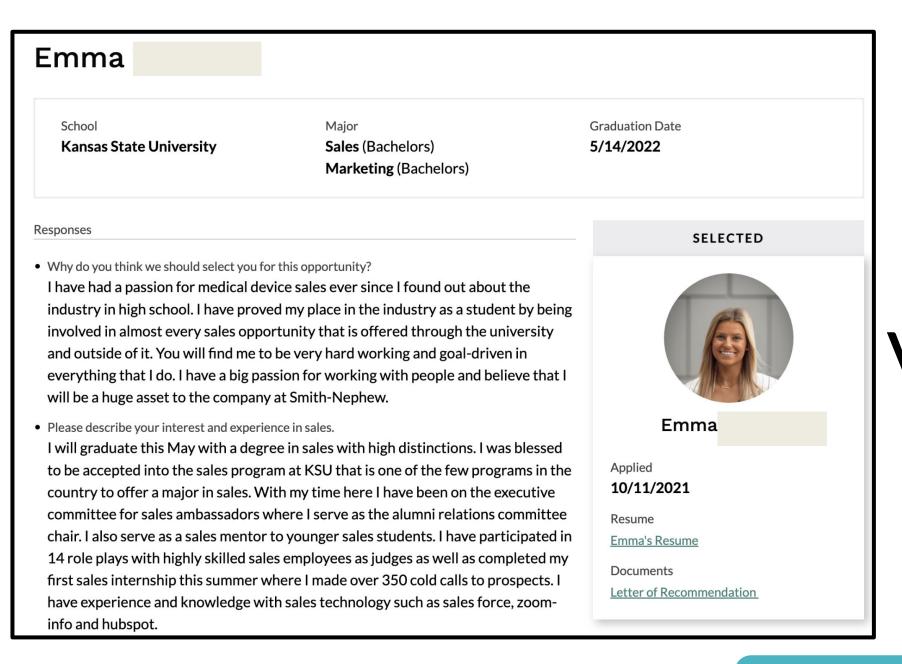


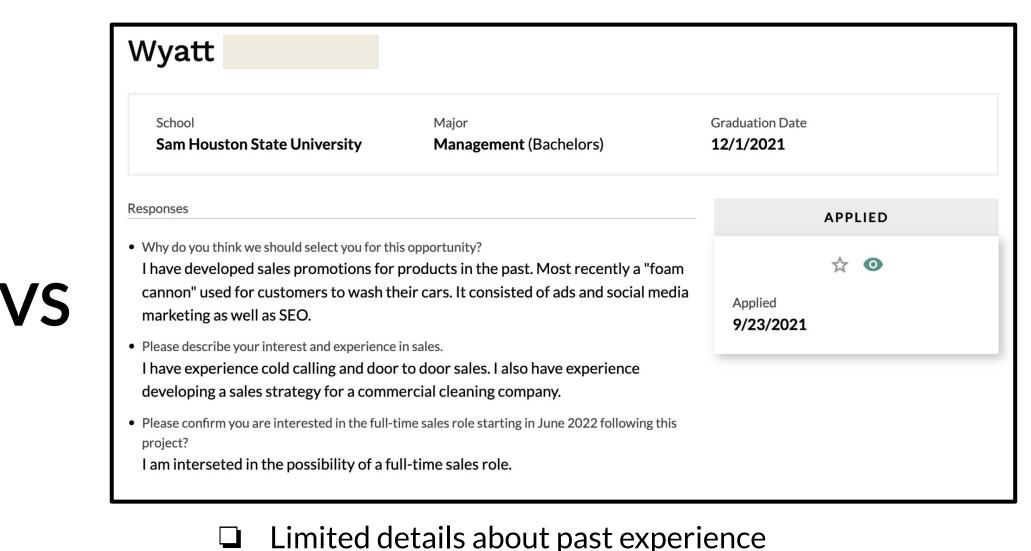
- ☐ Projects are "Featured" based on student's school/affiliation
- □ PROJECTS CYCLE QUICKLY
- ☐ Many projects are filled by multiple students who work and are paid individually



Application Process = Short Answer Questions

Why do you think we should select you for this opportunity?





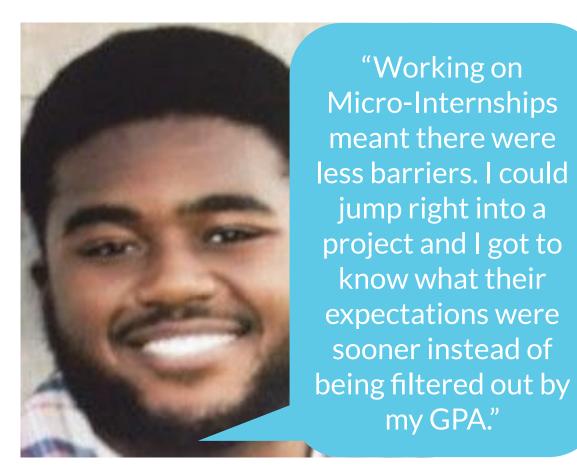
- Customized, well-edited response
- Added a resume and letter of recommendation

Other examples

- No reason for why THIS role is of interest vs. any sales opportunity
- No resume, headshot or supporting documents
- Misspelled word



Student Testimonials

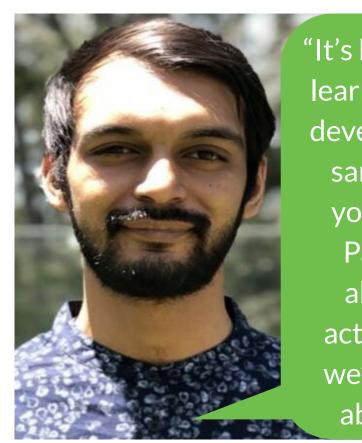




"Even though I was pivoting, Micro-Internships were a perfect transition into either a new role or just to explore and see what you are capable of."



"From an HR
perspective, it's a
great way to get
diverse people into
your organization.
Being a student, it's
a good way to get
experience,
network, and make
money too."



"It's hard to focus on learning and career development at the same time while you're in school.

Parker Dewey allowed me to actually see what we'd been talking about applied."



"At a career fair, my classmates had long conversations with recruiters while I was being told not to leave my resume for consideration. Micro-Internships gave us something to talk about."

More Student Testimonials

Can International Students Complete Micro-Internships?

- Can be done through CPT, OPT, or a work visa (usually OPT)
- If an international student is selected for a project:
 - They receive information stating that they <u>must have</u> <u>appropriate work authorization</u> in order to complete the project
 - It's up to the university to verify their eligibility
- We can provide an offer letter at the student's request, if needed
- Please note that some Micro-Internships require U.S.
 citizenship. This will be noted in the project description.



Can Undocumented Students Complete Micro-Internships?

- In many cases, can be done even without DACA or TPS
- If selected for a project, all students receive the congratulations email pictured at right
 - In order to be paid, undocumented students are instructed to confirm that they have a valid SSN or ITIN before beginning the project
 - These numbers are collected via a secure system so that we can process payroll and, if needed, provide a 1099 for the students to file their taxes
- Information about how to obtain an ITIN can be added to your school's landing page (see FAQ section at bottom of this example)
- Please note that some Micro-Internships require U.S.
 citizenship. This will be noted in the project description

"I was scared to graduate because I lacked experiential learning, but after my internship I gained some confidence and have a better idea of what I want to do after graduation."

"This micro-internship gave me a professional experience I wouldn't have had otherwise."





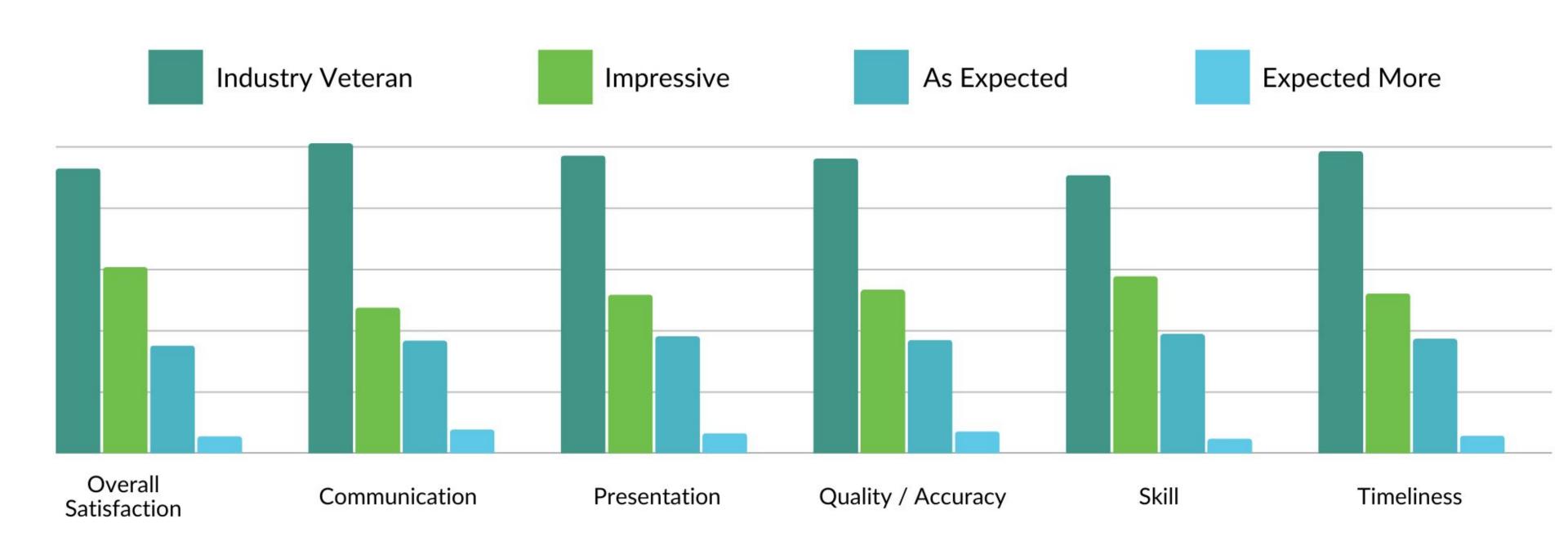
Value of Micro-Internships to Students Based on the NACE Career Readiness Competencies*



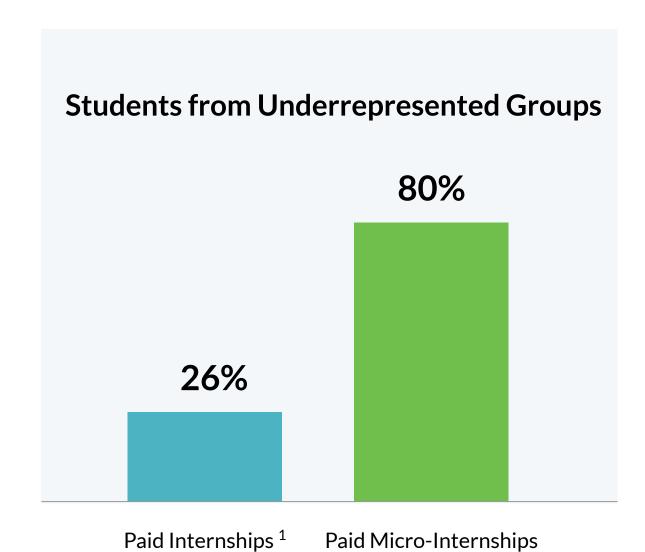
A PARKER DEWEY

Employer Feedback

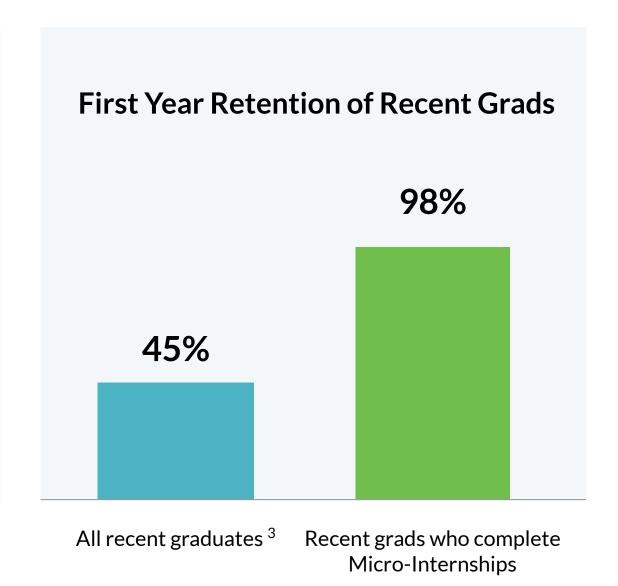
Over 97% of Micro-Interns meet or exceed expectations



Immediate, Sustainable Impact









¹ According to the National Association of Colleges and Employers (NACE) 2019 Student Survey Report.

² Based on averages compiled by the National Association of Colleges and Employers (NACE) 2018 Recruiting Benchmarks Survey.

³ According to the U.S. Bureau of Labor Statistics National Longitudinal Surveys NLSY97.

Education Partnership Options

Education Partnership Options	BASIC (No-Cost)	PARKER DEWEY+ (\$2,000/Year)	PROGRAM (Starting at \$10K)
Co-branded student & employer web pages			
Custom webinars and class presentations	Conditional		
Student engagement data	Annually	On-Demand	On-Demand
Employer feedback on students' performance	Annually	On-Demand	On-Demand
Employer engagement data		On-Demand	On-Demand
Proxy access to student accounts		On-Demand	On-Demand
Downloadable impact report		On-Demand	On-Demand
Student Ambassador Micro-Internship*			
Funded Micro-Internships exclusively for your students, Parker Dewey Program Management			18+

^{*}Student Ambassador Micro-Internship gives one of your students a paid Micro-Internship supporting the launch/marketing of your Parker Dewey partnership.



Parker Dewey Basic Partnership Start promoting Micro-Internships in days, not months



Plan Your Launch

- Connect with the Partnerships Team to identify goals
- Customized pages for your <u>students</u> and <u>employers</u> with your messaging to reach your target audience(s)
- Best practices for sharing with stakeholders



Marketing Collateral

- Engage your target audience: students, faculty, employers, alumni, etc.
- Content contains social media, emails, newsletters, digital signage, and more
- Follow our <u>Career</u>
 <u>Launcher LinkedIn page</u>
 for timely posts to share



Ongoing Support

- Consultation with Partnership Team to strategize best practices, case studies including a Checklist of ideas for student/employer success
- Payment to Micro-Intern upon completion of the project
- HR and legal support for companies

UserID	First	Last	Email	Num of Projects Applied to	Num of Projects Selected to	Num Logins	Last Login	Sign
23818	Joshua			0	0	2	2/3/2020	
23702	Justin			0	0	1	1/29/2020	
23396	Katherine			. 0	0	3	2/2/2020	
23159	Emily			4	0	7	1/31/2020	
22843	Coretta			0	0	1	1/3/2020	
22201	Zachary			0	0	4	12/26/2019	
20999	Euniqueca			. 0	0	1	11/7/2019	
20201	Ricco			1	0	3	10/16/2019	
20197	Syed			0	0	1	10/13/2019	
20173	Natalie			0	0	6	11/28/2019	
19727	Clifford			0	0	1	10/3/2019	
19121	Rochelle			5	1	5	1/31/2020	
18401	Abdoulaye			0	0	2	11/21/2019	
23844	Dylan			0	0	1	2/3/2020	
23819	JOHN			0	0	1	2/1/2020	
23817	Brittni			0	0	1	2/1/2020	
23777	Elliott			0	0	1	1/31/2020	
23687	Imani			4	0	1	1/28/2020	

Measurable Data

- Reports containing students/grads who have signed up, applied, been selected
- Identify who has worked with your students, hours worked, compensation received
- Feedback about your students' performance on Micro-Internships

<u>Note</u>: Items described above are part of a basic Parker Dewey Partnership and is at no-cost to the partner. Data is available upon request on an annual basis for partners completing "Annual Must Do" items in <u>Partner Checklist</u>.



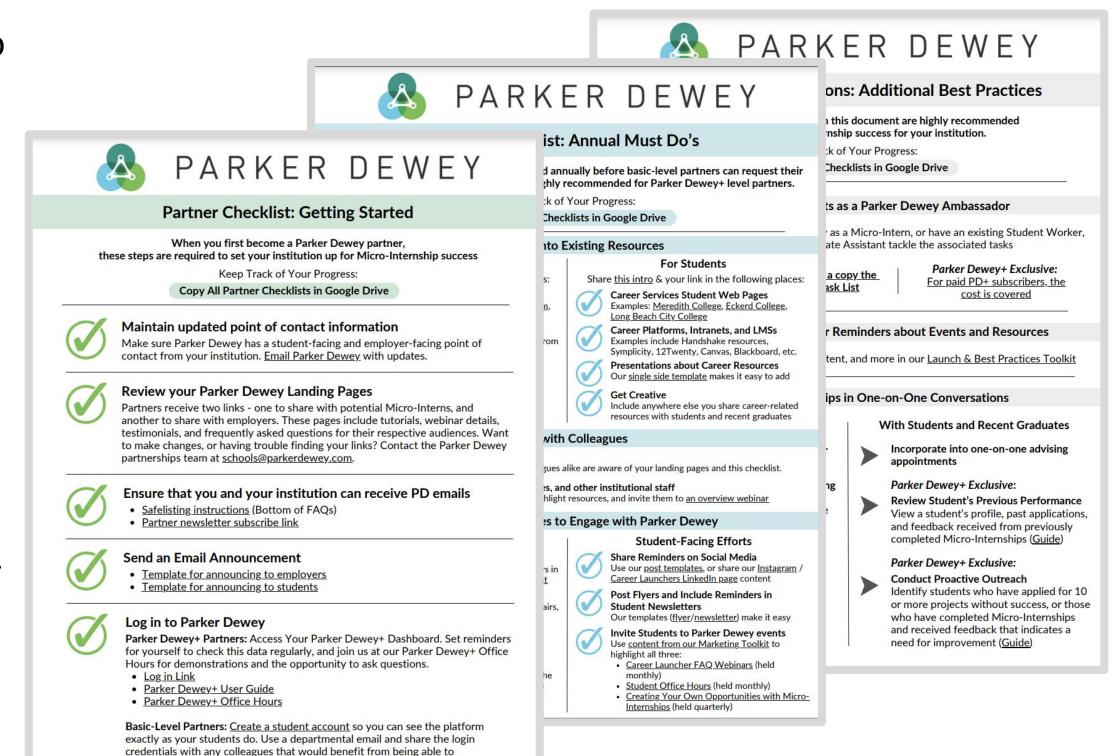
Partner Checklists Share Micro-Internships with All Stakeholders

demonstrate how the platform works.

These checklists makes it easy for you to keep track of efforts you've made with both employers and students.

- Getting Started Checklist: For those who are just establishing partnership
- Annual Must-Do's Checklist: These steps are most likely to lead to Micro-Internship Success
- Additional Best Practices: These steps are not required, but are highly recommended.

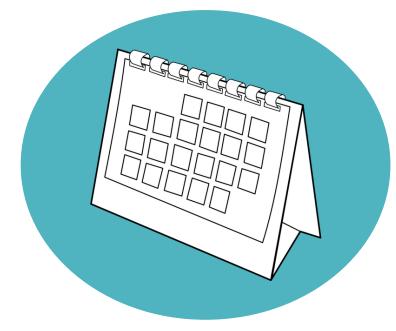
NOTE: Starting in 2025, the steps in the first two checklists will be required before basic-level partners can request data.





To Learn More About How to Make Your Partnership as Successful as Possible

If you want to understand how to best market Parker Dewey to students and employers, join us live or watch the recording.



Join us live: Tues., August 5, 2025 at 1 pm ET







How to Help Your Students Succeed?

Share Micro-Internships with Others

Engage Your Alumni



Engage Employer Partners



Engage
Local
Businesses,
Nonprofits





Support Your Own Team

Click on the topics above to view case studies



Comparison: Impact of Consistent Promotion to Employers

In the last 12 months:	Has Promoted to Employers Stats from a public college	Inconsistent / Minimal Promotion to Employers Stats from a public college in the same state
Employer Page Views	468	0
Companies that Created Accounts from their Page	13	0
# of Projects That Selected Their Talent	13	1
\$ Earned	>\$3,500	\$300
Employer Feedback	100% Met or Exceeded Expectations	No feedback to share



Case Study: Support Your Own Team

The University of California Irvine ANTrepreneur Center launched its Self-Starter Micro-Internships Program in August 2022. The idea is to align the needs of local startups with the training the center is providing to UCI students. By working on "real-world" projects, the students are gaining valuable experience while also supporting the local community.

Program expanded to engage the local CEO Leadership organization. UCI Micro-Interns were also recently selected to create social media for UCI's Giving Day resulting in the most successful campaign to date!

Because of this program:

- >730 students have created an account who are connected to the ANTrepreneur Center
- >120 students (and counting) tied to this program have been selected for or completed Micro-Internships



PARKER DEWEY



Press Release
Showcasing Program
Results

Employer
Micro-Internships
Website

"This program builds off of the programming the ANTrepreneur Center provides throughout the year to teach students the marketable skills that start-ups need. By teaching students these skills and then giving them opportunities to practice them in a real-world setting, we are preparing students to become successful founders."

- Ryan Foland, Interim Director of the ANTrepreneur Center

Highlights:

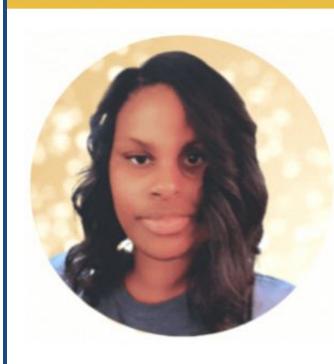
- <u>Funding Source</u>: Various: the ANTrepreneur Center has funded projects for their own needs, and many are also self-funded by hosting company
- <u>Career Services Involvement</u>: None; hosted by school startup incubator who engages students and companies
- Status: Began in August 2022; running now

Success Stories: From Micro-Intern to Hired!



- 2024 Labor Studies and Anthropology grad, Indiana University, Northwest
- ☐ Hired FT by Indianapolis HR firm

MICRO INTERNSHIP SPOTLIGHT



Janeel Abrahams
Cybersecurity Data Analyst
Managed Nerds

Initially brought on through a micro-internship with the company via Parker Dewey, later offered a permanent position and has now served in this role for one year. Janeel's shares insights and success tips from her Parker Dewey micro-internship experience:

"When selecting an internship be sure to review the details and requirements, see how well your current experience fits with them and do your best to explain why you would be the best choice for that company. It is important not to downplay yourself or what you have done but don't exaggerate or brag. It's important to stay humble and outline your merits. If you don't have the relevant experience, try alluding to similar experience or other things you have done that you think might help to increase your chances of being considered. It's not really a more the merrier, but more so the quality of your work and achievements. If you feel like you have no achievements or merits to speak of, mention your soft skills- hardworking, fast learner, flexible, and adaptable. Don't count yourself out...also it can be a numbers game so just keep applying.

Treat each interview like an official interview regardless of whether it's in-person or remote. Do research, look on their website, just go into the interview knowing something more than what was posted in the internship description. You probably won't need the extra information but it's better to be prepared."

- 2022 Computer Science grad from Broward College/Florida International University
- **□** Completed 16 Micro-Internships
- Hired full-time by over a year ago by a small cyber company as a cybersecurity data analyst after completing a Micro-Internship



- 2023 grad in Data Analytics grad from University of Central Florida
- **□** Completed 19 Micro-Internships
- ☐ Hired full-time by HCA Healthcare's North Florida Division, promoted in less than 6 months

"We weren't doing a great job of [process improvement], and someone with a fresh perspective could probably help us out."

-Jackson Canfield, Associate VP of Academic Strategy & Engagement, HCA Healthcare



Parker Dewey+ Partnership Platform Features If You Work With Students

✓ On-Demand Reporting on Student Engagement

Access reports on student sign-ups, students selected, income received, etc.

✓ Proxy Access to Student Accounts

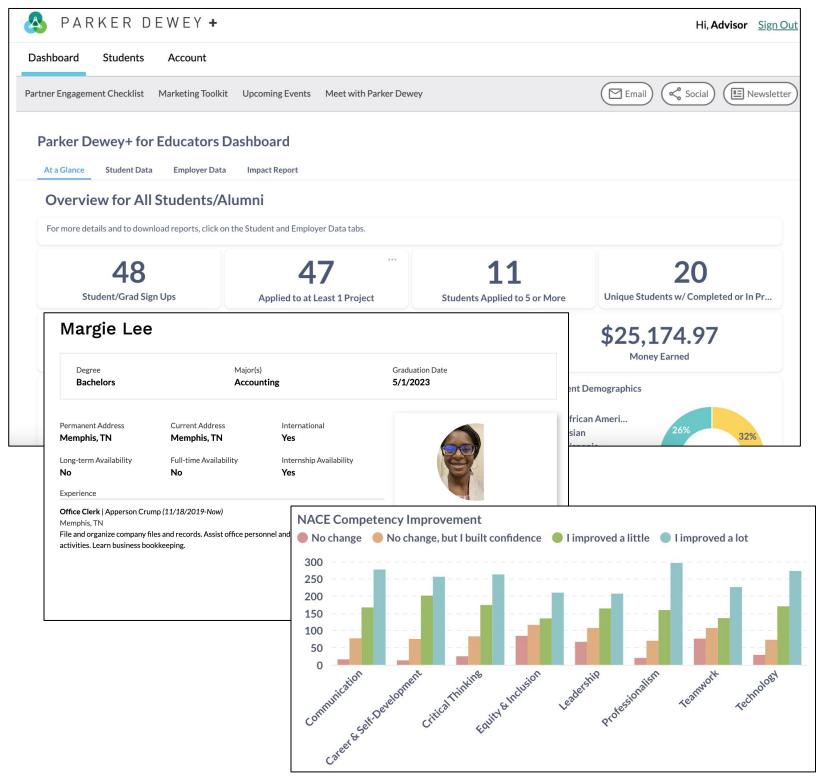
View students' past applications and profiles to coach on how they can improve.

Download List of Featured Projects

See projects currently available exclusively for your students with the links to share them.

✓ Download Report on Students' Feedback

See the qualitative and quantitative feedback your students have received from employers.





Parker Dewey+ Partnership Platform Features If You Work With Employers

On-Demand Reporting on Employer Engagement

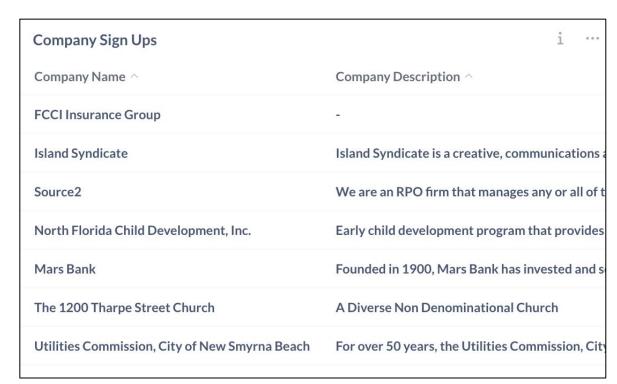
Access reports on employers who have created accounts via your landing page and the projects they have posted.

✓ View Companies Who Have Worked With Your Students

Includes organizations who may not be working with your office (but should be).

Download Report on Employers' Feedback

See the qualitative and quantitative feedback your students have received from employers.







Parker Dewey+ Partnership: Additional Features

✓ Student Ambassador*

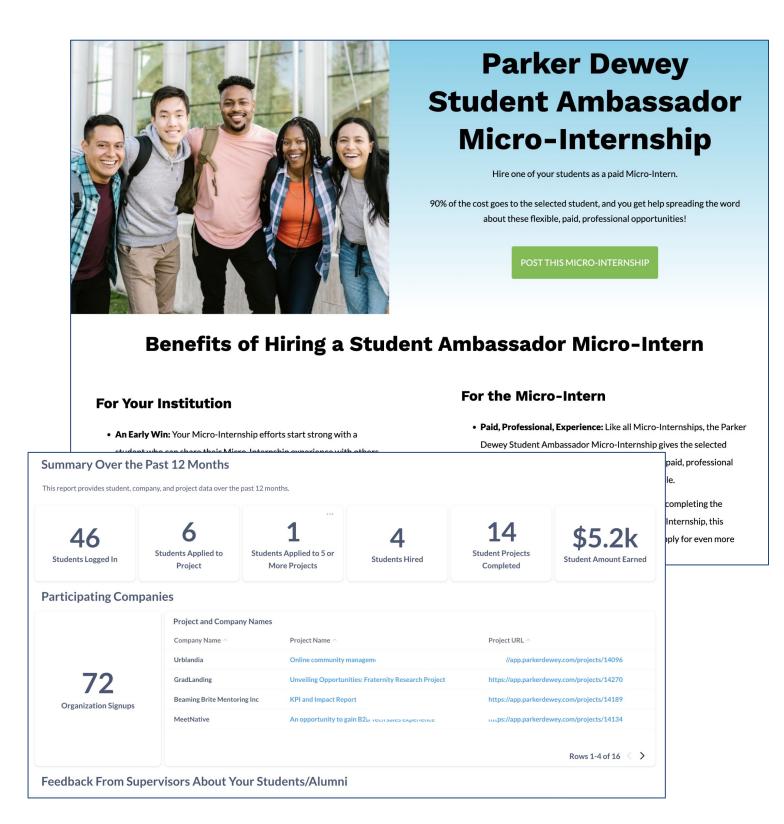
Select one of your students to receive a PAID Micro-Internship supporting the launch or expansion of your Micro-Internship Program.

Access to Resources

Easily access Parker Dewey's marketing toolkit, launch checklists and Parker Dewey support.

Annual Impact Report

View a printable report highlighting your program's results over the past year.





You May Be Eligible for Parker Dewey+ Access at No Cost If...

You're a part of an existing program funded by your institution

- This includes all current Parker Dewey partner-funded programs of \$10,000+ per year
- Does not include a student ambassador Micro-Internship (unless you wish to include one with program funding)

You're eligible for a Parker Dewey-run program benefiting your school

- **DeLuca Micro-Internship Program**: All colleges/universities in Connecticut, Florida, all HBCU's and members of the HSI Career Collaborative
- Kansas Micro-Internship Program: All public colleges/universities in Kansas
- IEDC Micro-Internship Program: All colleges/universities in Indiana (public and private) who are promoting the Indiana Economic Development Corp. program
- Does not include a student ambassador Micro-Internship

Please Note:

- Parker Dewey+ access is funded through the duration of the program or, for a time-specific program, one year from program's kickoff
 - **DeLuca Program**: Access available through May 31, 2026
 - Kansas Program: Access available through the end of 2025
 - IEDC Program: Access available while program is available



Parker Dewey Program Partnership

Fund Micro-Internships *exclusively* for your students to work with organizations of your choice. Programs \$10K or more includes a Parker Dewey+ annual subscription.

Parker Dewey+ annual subscription

Payment to your students for completing Micro-Internships (guaranteed for your students)

Program Management by Parker Dewey (student payments, administration, marketing materials, data)





















What is a Parker Dewey Program Partnership?

- **Definition:** Paid Micro-Internships posted exclusively for a partner's students to work on behalf of organizations of your choice
 - You decide the students/organizations who are eligible to participate
 - Funding for the program (including the amount paid to students) is provided by the partner
- Why do schools/organizations do this?
 - Support institutional initiatives while also providing paid "resume-able" experiences to students
 - Stretch the experiential learning budget to support more students
 - Provide opportunities for students to receive paid experience who may not otherwise have access to these opportunities

"Parker Dewey makes
Micro-Internships easy and
accessible to everyone! They've
been invaluable partners,
providing expert advice and
ongoing support as we launched
and continue to expand our
tailored Micro-Internship
program.... Parker Dewey
responsiveness and exceptional
customer service—whether with
students, employers, or
staff—continue to impress me."

Amy Rees
Associate Director, Career Events &
Experiences
University of Delaware Career Center





What is a Parker Dewey Program Partnership?

- How long has Parker Dewey been doing this?
 - Since early 2021. Two of our earliest program partners are





- Who else works with you on this?
 - Dozens of higher education institutions and training providers (many are featured throughout this presentation)
 - Nonprofit organizations supporting students at many colleges and universities (TheDream.US, Frederick A. DeLuca Foundation, etc.)
 - Organizations supporting companies (SHRM Foundation, Indiana Economic Development Corporation, Greater Akron Chamber of Commerce)
 - Corporations through various initiatives such as:
 - Corporate recruiting (Northwestern Mutual, Xylem, Trane, etc.)
 - Philanthropy, social impact (Amazon Career Choice, IBM SkillsBuild, etc.)

A PARKER DEWEY

"Parker Dewey's team has been some of the easiest that I've worked with in my long career in higher education. They have deep expertise in supporting students, companies and postsecondary education with a focus on impact and results which has allowed our program to continue to grow. They are quick to respond and make my job easier."

Dr. Tim Peterson Senior Project Director Kansas Board of Regents



Considerations Before Launching a Program: Who to Involve and Funding Sources

What institutional stakeholder(s) would you engage to initiate this program?

- Faculty
- Small Business Community
- Nonprofits/Government
- Alumni/Friends
- Corporate Partners

Potential Funding Sources:

- "Use or lose" budgets from grants, experiential learning funds, etc.
- Academic departments
- Athletics
- Alumni with a specific interest in experiential learning
- Corporate sponsors
- Grants
 - Local Foundation
 - Experiential Learning Grants from private or corporate foundations

A PARKER DEWEY

"Parker Dewey has a fantastic, robust online platform for custom and scaled Micro-Internships. Their service model is excellent and we have been very satisfied with the support of [the Parker Dewey Team]. Our students and community partners posting jobs find the portal to be very easy to use and intuitive. We are an extremely satisfied user of the portal."

Dr. Sundeep Vira Dean of the Business Department Trinity Christian College



Parker Dewey Program Partnership: Sample Cost Breakdown

Total Program Cost	\$10,000	\$15,000	\$25,000
Paid to your students*	\$8,000	\$12,444	\$21,250
Program management**	\$2,000	\$2,556	\$3,750
Total Students Supported	To 18	28	48
Total Cost Per Student	\$556	\$534	\$521



^{*}Assumes 20-hour Micro-Internships, students paid \$400 upon completion
**Includes 1-year access to Parker Dewey+ and basic program management support

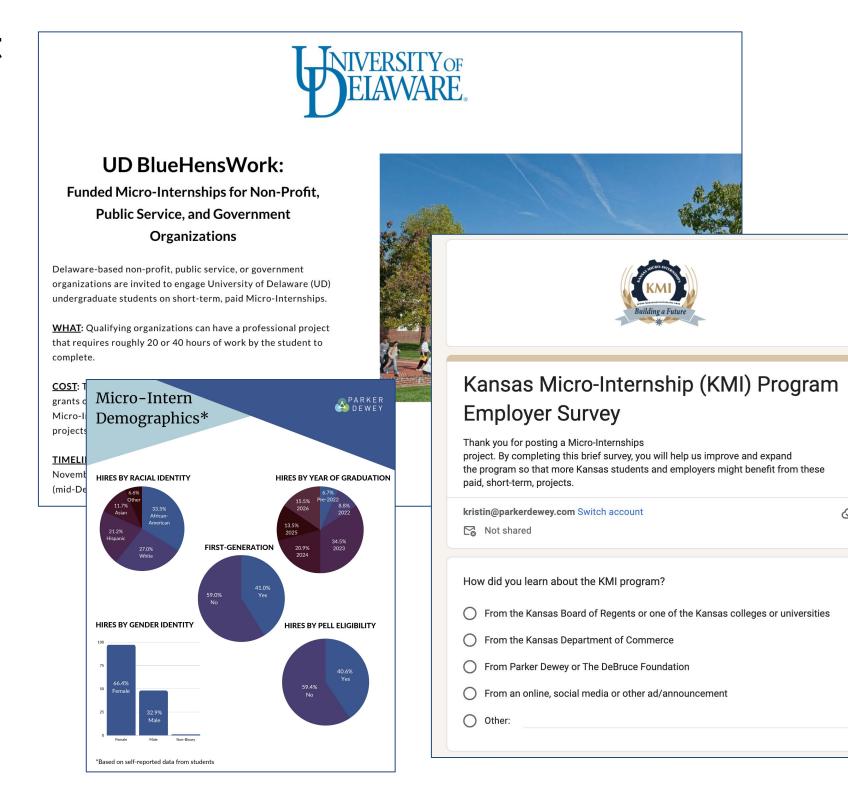
Parker Dewey Program Management

Parker Dewey's Team supports your program, so you don't have to. This includes:

- Customized Micro-Internship portals
- Marketing collateral
- Day-to-day administration
- Program dashboard
- Impact report

Our goal:

- Understand and exceed your program's goals
- Minimal time needed for your team





Case Study: Engage Alumni/Friends

Swarthmore College Career Services created a funded Micro-Internship program connecting students with projects supplied by alumni. Parker Dewey helped them scale the program with minimum impact to their team.

In Fall 2022, the SwatWorks program was restructured so that it now takes place during Winter and Summer Breaks to so students can focus on classes and then on the project.

In its most recent iteration (Winter Break 2024-2025), the program:

- Supported 84 students who engaged in Micro-Internships with 74 different alumni/"Friends"
- 4 additional students were selected for non-SwatWorks projects during these few months
- 100% of the students participating stated that the projects were either "Very" or "Extremely" Valuable



Program Website

Program Impact Report

"[The SwatWorks Student] is an absolute pleasure to work with. Please don't hire her, so that we can continue to monopolize her availability."

-Swarthmore Alum

- Funding Source: Swarthmore College Career Services
- Career Services Involvement: Promote program to students and collaborate with Alumni Affairs to engage alumni
- **Status**: Launched April 2020, but "powered by Parker Dewey since March 2021; currently running during Winter Breaks



Case Study: Engage Nonprofits/Gov't

The University of Delaware Career Services created UD BlueHensWork as a way to introduce undergraduate students to careers in public service. Since most of the opportunities with these organizations are unpaid, UD Career Services funded Micro-Internships to provide a cost-effective and low-lift way for students to connect with Delaware-based nonprofits and state organizations.

Because of this program,

- State of Delaware HR hosted a couple of Micro-Interns, and due to that success, the program is now being offered to all state agencies
- One state agency is already working on funding projects on their own
- At least one student was hired permanently after doing several Micro-Internships. As the organization said, "She's a diamond in the rough."





Testimonial from Participants

Program Organization Website

"I knew that I wanted to do something for a nonprofit where I could take the things that I cared about and do the work that I was good at for them. And this was the perfect...match made in heaven!" -Sarah Lutot, University of Delaware Class of 2022

- Funding Source: Career Services
- Career Services Involvement: Promote to students and eligible organizations
- Status: January 2022; running during Winter/Summer Breaks

Case Study: Engage Grant Writers

When George Washington University's Center for Career Services had \$5,000 remaining in grant funding, they decided to put this into their students' pockets through paid experiential learning opportunities. To support as many students as possible, they offered 25, 10-hour Micro-Internships and focused on connecting students and alumni through these projects.

Because of this pilot program:

- 25 students received paid, real world experience, and an additional 23 completed open Micro-Internships
- 25 organizations (11 alumni-connected) have tried Micro-Internships at no cost, and many are continuing to self-fund additional projects
- At least one student was hired full-time at EY. Read more about this student's experience <u>here</u>
- Program restarted in Fall 2023 with new funding

A PARKER DEWEY

THE GEORGE WASHINGTON UNIVERSITY

WASHINGTON, DC

Program Website

Program Impact Report

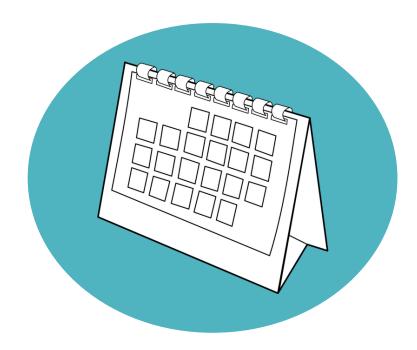
"To me, it's incredible that I've gone from applying to something on a whim during a study break to being a full-time employee."

- Patricia Díaz Galliano, GW Class of 2022

- Funding Source: Donation from Emeritus Board member
- <u>Career Services Involvement</u>: Promote program to students and minimal engagement with employers/alumni
- Status: Initial program ran in 2022; running now

To Learn More About Micro-Internship Programs

For more case studies and ideas, join us live or watch the recording.



Join us live: Wed., June 18, 2025 at 1 pm ET



Webinar: Parker Dewey Partner Programs

How you can achieve your institution's goals with a funded Micro-Internship program

First Name*

Funded Micro-Internships for your students to work with organizations of your choice

These scalable programs allow your students exclusive access to gain paid, professional experience who may not otherwise have access to these opportunities.

With Parker Dewey program management implementing this is **low-lift for** your team while maximizing the available budget to support as many students as possible. Below are just a few of the goals Parker Dewey has helped other institutions accomplish:

- Engaging alumni;
- Creating opportunities for your students in a specific sector (e.g. nonprofit, government);
- Addressing the issue of brain-drain in your geographic area.

During this 1-hr webinar, members of the Parker Dewey team will highlight case studies like these and discuss how you can bring a Micro-Internship Program to your institution.

Join us on Wednesday, June 18th, 1pm ET

Live webinar won't fit in your schedule?

Check out the recording and slides from our last presentation or complete the form below to receive the next recording.

Last Name*			
Email*			
Phone number*			



Please Join Us (And Invite Your Students/Employers)



<u>Career Launcher FAQ</u> <u>Webinars (Monthly)</u>

This student-focused webinar covers how Career Launchers can set themselves up for success when applying for Micro-=Internship experiences.

"This was among the most informative as well as encouraging webinars I've attended."



Student Office Hours (Monthly)

For those students who have already created an account and applied to projects, these events are an opportunity to have their profile and responses reviewed.



Introducing Micro-Internships for Employers (Monthly)

This employer-focused webinar shares what Micro-Internships are, project examples, and how companies can post projects for your students today!



Next Steps

Identify Your Goals

Remember, most successful programs engage students AND employers

Partner with Us

Decide which partnership option is the best fit for your goals, and we'll help get you started

Share Micro-Internships with Stakeholders Parker Dewey has lots of collateral to make this easy



professional projects. Micro-Internships allow you to demonstrate skills while exploring potential career paths—all on your schedule.

These unique projects are posted at all times of year by companies of all sizes, from Fortune 100 corporations to emerging startups. Micro-Internships move quickly, so it's important to log in regularly to see opportunities before they're gone



arker Dewey Micro-Internships help you build skills, gain confidence,

connecting you with

access to Micro-Inte

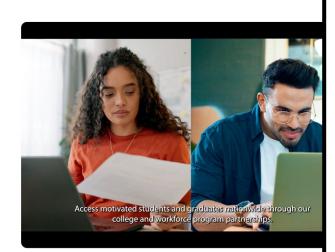
Create An Accou

Micro-Internships. **Maximum Impact**

With Parker Dewey Micro-Internships, everybody wins!

Micro-Internships allow your company or organization to get ondemand, professional project support from talented students and recent graduates without having to take on administrative burdens like processing payroll or managing tax forms.

Micro-Internships are also an easy, cost-effective, and proven method for accomplishing recruiting goals, as they allow organizations to engage early career talent in a way that is accessible and appealing to





Case Study: Engage Small Businesses

The Community Alliance Program, is a new program developed by the Business Department at Trinity Christian College. It focuses on helping support local small businesses, particularly those led by individuals from under-represented communities and give students paid real-world experience.

Because of this program,

- Students from various majors have completed projects related to research, UX testing, social media, website updates, etc.
- Organizations from Chicago Prison Outreach and the Christian Association of Business have engaged their employer network
- Special emphasis on students completing tasks that generate revenue for businesses



Press Release
Announcing Program

View the CAP Program

Company Page

"The story of the Good Samaritan is....an example of how we should help our neighbors, and this program does just that."

-Prof. Sundeep Vira, Dean of the Business Dept.

- Funding Source: Academic Department
- <u>Career Services Involvement</u>: None (so far) but hope is to expand to engage all students with Career Services' help
- Status: Launched Fall 2022; recently expanded due to increase in funding and running right now!



Case Study: Engage Small Businesses

John Carroll University's Center for Student Diversity and Inclusion (JCU CSDI) developed the Wayfinders Program after receiving a grant. The grant was to fund more equitable opportunities for students and alumni from historically excluded populations.

Due to the demanding schedules of these students, JCU CSDI turned to the flexibility of Micro-Internships.

Because of this program,

- 85 students from historically excluded populations have engaged in the program
- In first 2 years, 19 projects led to an additional or longer-term opportunity
- In their grant application, the foundation awarded the program 50% more than requested due to the program's success!





Program Success Story

Program Website

"Some come to the platform looking for Wayfinders Program opportunities and secure projects outside the program, while others hear about Parker Dewey and then find out about Wayfinders. It works out well either way.."

-Daniela Flores, Wayfinders Program Coordinator

Highlights:

- <u>Funding Source</u>: Two-year grant from the Cleveland Foundation Fenn Educational Fund; renewed and expanded in 2023
- Career Services Involvement: None; Program is run by Center for Student Diversity and Inclusion
- Status: Launched March 2021; running right now!



PARKER DEWEY

Case Study: Statewide Program

The Kansas Micro-Internship Program funds
Micro-Internships for Kansas-based employers who
select a student attending a Kansas-based college or
university. This program is intended to combat brain
drain and support organizations and students across the
state.



- 3,700+ students and 400+ employers have engaged with the program
- Engages all public postsecondary schools, nonprofits, companies, chambers of commerce with locations in Kansas
- Recipient of Strada Foundation funding that will focus on engaging students at community colleges by using Campus Liaisons and Student Ambassadors
- Received state budget appropriation in July 2024











KMIP Page for Kansas
Organizations

Student/Employer Panel Webinar Recap

"This program seeks to help better serve Kansas families, Kansas businesses, and the state's economic prosperity."

-Dr. Tim Peterson, Kansas Board of Regents

- Funding Sources: State of Kansas (as of July 2024), the Strada Education Foundation (since 2023), local nonprofit DeBruce Foundation, Kansas Dept. of Commerce, Kansas Board of Regents, and (in 2023) the Strada Foundation
- Career Services Involvement: Promote to students, employers
- Status: Launched February 2021; running right now!

