

Next Generation Sector Partnerships

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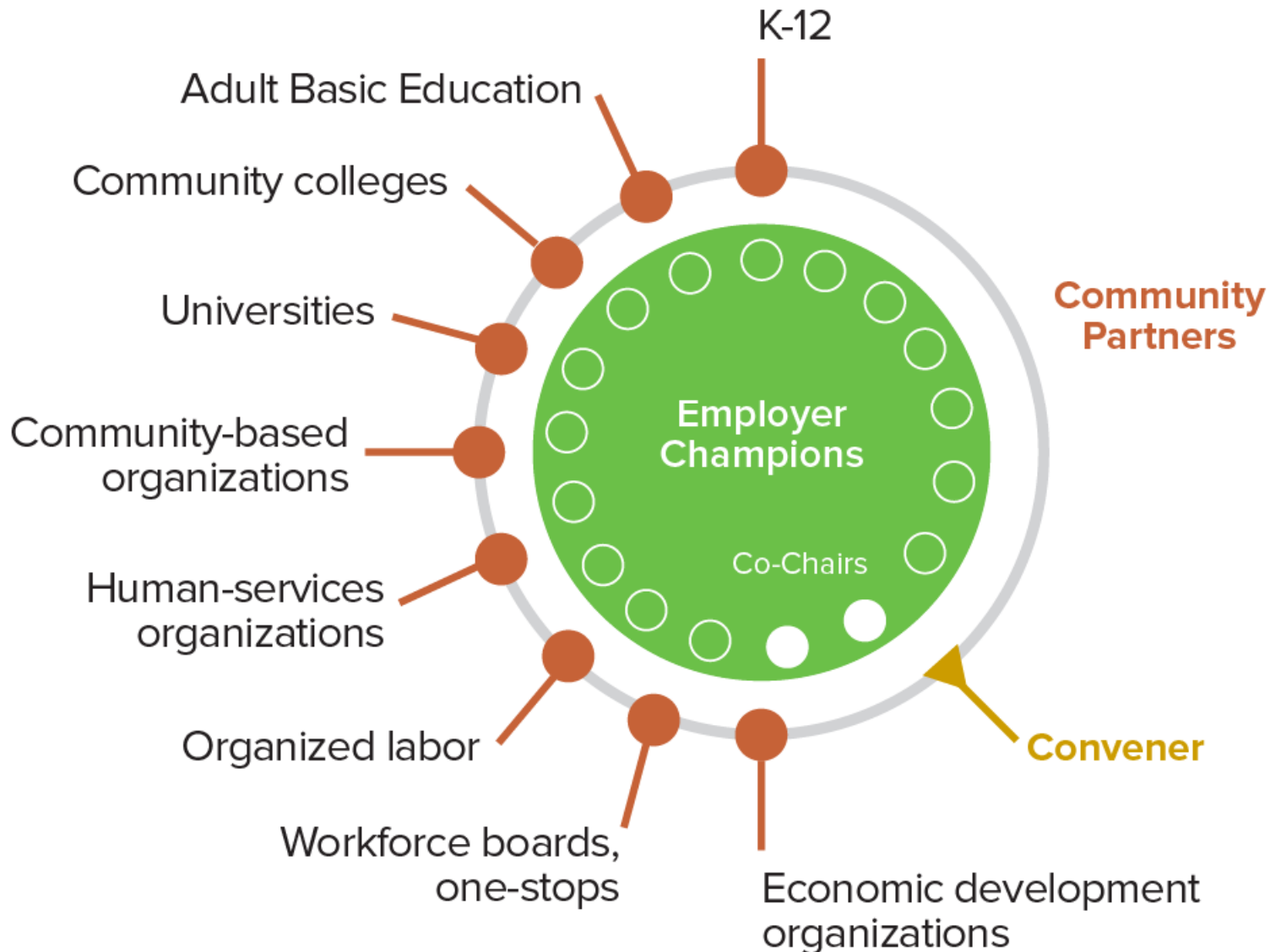
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WHAT ARE SECTOR PARTNERSHIPS?

At the regional labor market level, a **partnership** of employers within one industry sector or cluster that work closely with **government, education and training, economic development, labor and community organizations** to focus on the workforce and other competitiveness needs of their industry. These **regional partnerships** may or may not have support from the state and/or federal level.

EMPLOYER-DRIVEN, COMMUNITY-SUPPORTED SECTOR PARTNERSHIPS



WHAT DO THEY ACCOMPLISH?

- Talent
- Infrastructure
- Innovation
- Regulatory Process
- Export Promotion
- Marketing
- Other Shared Priorities to Grow and Support Sectors

The Modern WIB

WIBs Then

- Employers as customers
- Business services: one-on-one “retail” approach
- Sectors/clusters are “add-on” activity, barely allowed by WIA
- Provider of services and contributor to partnerships
- Workforce is the agenda, focus is on customized solutions
- Community needs always outstrip capacity

WIBs Now

- Employers as partners
- Sector/cluster focus: “wholesale” approach
- Sectors/clusters are way of doing business, codified by WIOA
- Broker of partnerships and contributor of services
- Business growth is the agenda, focused is on shared/coordinated action
- Community needs require leveraging community’s capacity

RESULTS

Immediate actions to accelerate economic growth and improve workforce outcomes

Longer term transformation of how public programs work with employers as partners

New mobilizations of business leaders as champions to build stronger education and workforce systems and promote economic vitality in their communities

What Works Well (And Not So Well)

Clusters of companies

Individual firms

Employers as partners

Employers as customers

Industry-driven

System- or institution-driven

Regionally based

Statewide or too local

Industry competitiveness

Workforce only

Champion-driven

Representation-oriented

**A disciplined, replicable
process**

**A mysterious, unique
occurrence**

Kingman and Mohave Manufacturing Association

- Over 30 manufacturers/industrial entities represented by managers or owners as voting members
- Objectives:
 - Retain and support existing manufacturing companies
 - Attract new manufacturing businesses to the region
 - Contribute to the evolution of the region's robust economy, leveraging the unique geographic access to major urban centers and multi-transport capacity (rail, air, major interstate crossroads, etc.)
- Successes include:
 - Development of new training pathways (collaborative apprenticeship – LEAP, mobile training lab, Manufacturing Skills Standards Council curriculum, RevAZ, Mechatronics)
 - Website development with strategic plans for “back-page” freight-sharing” program
 - Collaboration with City, County and State to identify and advance economic development strategies for manufacturing growth (I-40 interchange development, Industrial Park roads improvement, etc.)

We believe we can address anything that we, in the manufacturing community, want to address—we have a voice, we have some concrete wins, and we have the buy-in of the greater community.

- John Hansen,
President, Laron
Inc.

Convening a Sector Partnership: Your Scope of Work

- A. Defining the scope of your sector partnership
- B. Preparing to launch
- C. Holding the launch meeting
- D. Organizing the aftermath
- E. Transition to implementation
- F. Sustainable implementation