



# Scaling Next Gen Sector Partnerships at the State Level

June 1, 2017



Poll:

Tell us a bit about your role and  
your experience with Next Gen  
partnerships

# Welcome to the Next Gen Sector Partnerships Community of Practice

Connects practitioners from workforce development, education, and economic development with the tools they need to launch and sustain sector partnerships.

Industry-led, community-supported next gen sector partnerships strengthen regional economies and connect people to jobs.

*Stay engaged in the conversation*

[www.nextgensectorpartnerships.com](http://www.nextgensectorpartnerships.com)

# What to Expect from Today



- Greater clarity around the role that state leaders and organizations play in scaling sector partnerships;
- Top tips from state leaders around what works well and potential pitfalls;
- Insights into national trends.

# Do you know where your Chat box is?

*(and do you know how to use it?)*

The screenshot displays the Cisco WebEx Event Center interface. The main content area shows a presentation slide titled "www.nextgenerationships.com" with the text "Industry-led, community-supported partnerships that strengthen regional economies and connect people to jobs." The slide features a circular diagram with icons representing various sectors and a central 'U' logo. The interface includes a top navigation bar with "Quick Start", "Event Info", and "CWA Staff's screen". On the right side, there is a sidebar with "Participants: 4", "Speaking:", "Panelists: 2" (listing Francie Genz and CWA Staff), and "Attendees: 2 (0 displayed)". Below this is a "Q&A" section with a "All(0)" tab. A red circle highlights the Q&A input area, which contains a text box with the instruction "Select a question, and then type your answer here. There is a 256 character maximum." and two buttons: "Send" and "Send Privately".

# Six State Roles:

- 1. Shared vision and goals** including a formal or semi-formal agreement that the next gen sector partnership model as the approach the state is adopting and supporting.
- 2. Data and analysis tools** such as labor market information that can inform decision making.
- 3. Training and capacity building** to support the launch and sustainability of regional partnerships across the state.

# Six State Roles Continued:

4. **Performance metrics** help establish a benchmark for quality and consistency across the state.
5. **Awareness and industry outreach** in order to build the buzz through leveraging relationships and partnerships.
6. **Legislation and administration policy** to support alignment across partners and or codify the model.

# Respondent



Martin Simon

Associate Director, Economic Opportunity Division  
National Governors Association



# State Leader Panelist



**Shalee Hodgson,**  
System Innovation  
Manager

Oregon Employment  
Department



**Carol Kilko,** Deputy  
Secretary, Office of  
Administration

Pennsylvania Department  
of Community and  
Economic Development



**Stephanie  
Veck,** Director

Colorado Workforce  
Development Council

# Each Panelist will Respond to:

- What makes your state stand out?
- What are you most proud of?
- What top tips do you have for other states?



**pennsylvania**  
DEPARTMENT OF COMMUNITY  
& ECONOMIC DEVELOPMENT

# SCALING AT THE STATE-LEVEL NEXT GEN SECTOR STRATEGIES PENNSYLVANIA

June 1, 2017

Carol L. Kilko  
Deputy Secretary of Administration

## SCALING AT THE STATE-LEVEL

- Industry Partnerships
- State Funded
- Continuity and Sustainability

# SCALING AT THE STATE-LEVEL

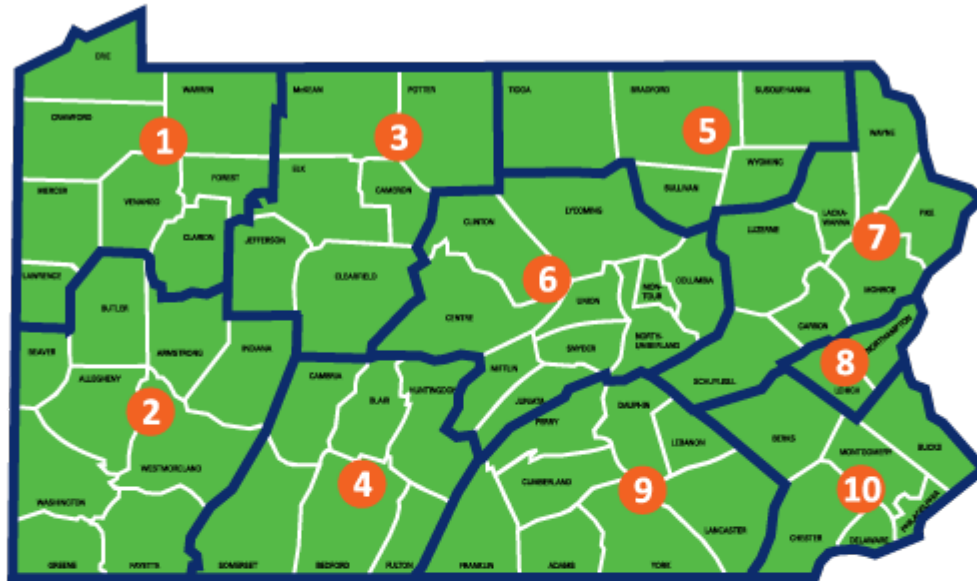
- WIOA
- Combined Plan-12 Agencies
- Leadership
  - Labor & Industry (L&I)
  - Department of Community and Economic Development (DCED)

## SCALING AT THE STATE-LEVEL

- Business engagement
- Economic and workforce development alignment
- Introduction of Next Gen Business Sector Strategies
- 10 regional meetings

# SCALING AT THE STATE-LEVEL

## Partnerships for Regional Economic Performance (PREP)



### REGIONAL COORDINATORS

- |  |  |  |  |
|--|--|--|--|
| <p><b>1. Northwest PREP</b><br/>Jill Foys, Executive Director<br/>Northwest Commission<br/>395 Seneca Street<br/>Oil City, PA 16301<br/>814.677.4800 x 116   <a href="mailto:jillf@northwestpa.org">jillf@northwestpa.org</a></p> <p><b>2. Southwest PREP</b><br/>Petra Mitchell, Executive Director<br/>Catalyst Connection<br/>2000 Technology Drive<br/>Pittsburgh, PA 15219-3110<br/>412.918.4234<br/><a href="mailto:pmitchell@catalystconnection.org">pmitchell@catalystconnection.org</a></p> | <p><b>3. North Central PREP</b><br/>Eric Bridges, Executive Director<br/>NCRPDC<br/>49 Ridgmont Drive<br/>Ridgway, Pa 15853<br/>814.775.3162   <a href="mailto:ebridges@ncentral.com">ebridges@ncentral.com</a></p> <p><b>4. Southern Alleghenies PREP</b><br/>Deborah Prosser, Business Development Director<br/>SAPDC<br/>3 Sheraton Drive<br/>Altoona, PA 16601-9343<br/>814.949.6522   <a href="mailto:prosser@sapdc.org">prosser@sapdc.org</a></p> <p><b>5. Northern Tier PREP</b><br/>Kim Barnes, Deputy Director<br/>NTRPDC<br/>312 Main Street<br/>Towanda, PA 18848<br/>570.265.1542   <a href="mailto:barnes@northerntier.org">barnes@northerntier.org</a></p> | <p><b>6. Central PREP</b><br/>Betsy Lockwood<br/>Project Development/Grants Manager<br/>&amp; Central PREP Regional Coordinator<br/>SEDA-Council of Governments<br/>201 Furnace Road<br/>Lewisburg, PA 17837<br/>570.524.4491   <a href="mailto:elockwood@seda-cog.org">elockwood@seda-cog.org</a></p> <p><b>7. Northeastern PREP</b><br/>Jeff Box, President &amp; CEO<br/>NEPA Alliance<br/>1151 Oak Street<br/>Pittston, PA 18640<br/>570.655.5581   <a href="mailto:jbox@nepa-alliance.org">jbox@nepa-alliance.org</a></p> | <p><b>8. Lehigh Valley PREP</b><br/>Christine Cleaver, Director<br/>Lehigh University SBDC<br/>416 E Fifth St<br/>Bethlehem, PA 18015<br/>610.758.3980   <a href="mailto:csc2@lehigh.edu">csc2@lehigh.edu</a></p> <p><b>9. South Central PREP</b><br/>David Black, President<br/>Harrisburg Regional Chamber &amp; CREDC<br/>3211 N. Front Street, Suite 201<br/>Harrisburg, PA 17110<br/>717.232.4099   <a href="mailto:dblack@hbgrc.org">dblack@hbgrc.org</a></p> <p><b>10. Southeast PREP</b><br/>Michael Grigalonis, COO<br/>Chester Co. Economic Development Council<br/>737 Constitution Drive<br/>Exton, PA 19341<br/>610.321.8214<br/><a href="mailto:mgrigalonis@cceconomicdevelopment.com">mgrigalonis@cceconomicdevelopment.com</a></p> |
|--|--|--|--|

## STATE CONTACT INFORMATION

### **Michael Leister | Director of Partnership Development**

Pennsylvania Workforce Development Board

651 Boas Street, Room 514 | Harrisburg, PA 17121

Phone: 717.705.7650 | Fax: 717.232.5019

[mleister@pa.gov](mailto:mleister@pa.gov) | [www.dli.pa.gov](http://www.dli.pa.gov)

### **Gwen A. Ross, MPA | Director of Workforce Development Initiatives**

PA Department of Community & Economic Development

Commonwealth Keystone Building

400 North Street, 4<sup>th</sup> Floor | Harrisburg, PA 17120-0225

Phone: 717-720-7386 | [gwross@pa.gov](mailto:gwross@pa.gov)

[dced.pa.gov](http://dced.pa.gov) | [www.visitPA.com](http://www.visitPA.com)



# Sector Partnerships in Oregon

Shalee Hodgson

*System Alignment Manager*

Oregon Employment Department

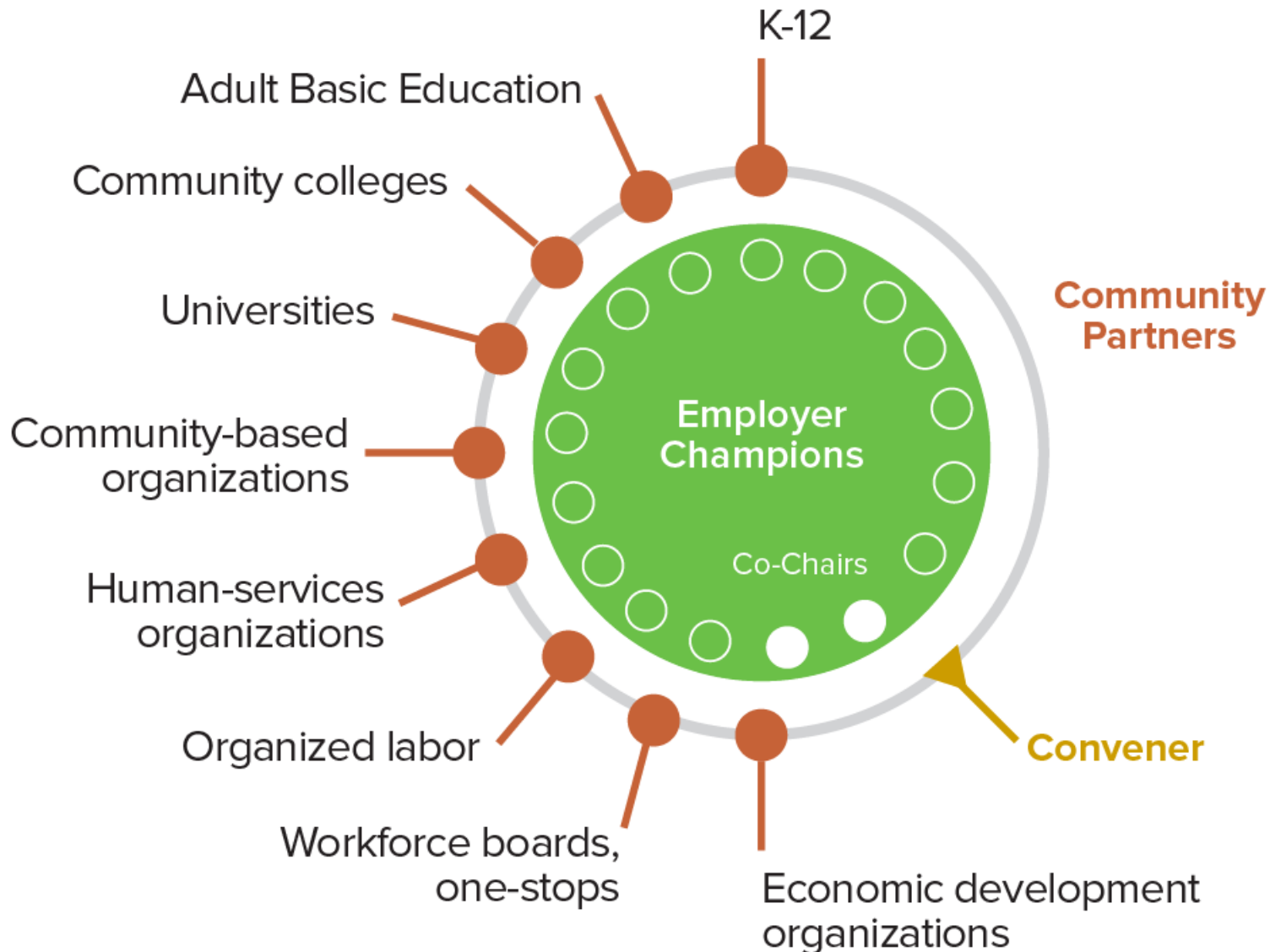
**SUPPORT BUSINESS ▫ PROMOTE  
EMPLOYMENT**



# Many Knocks

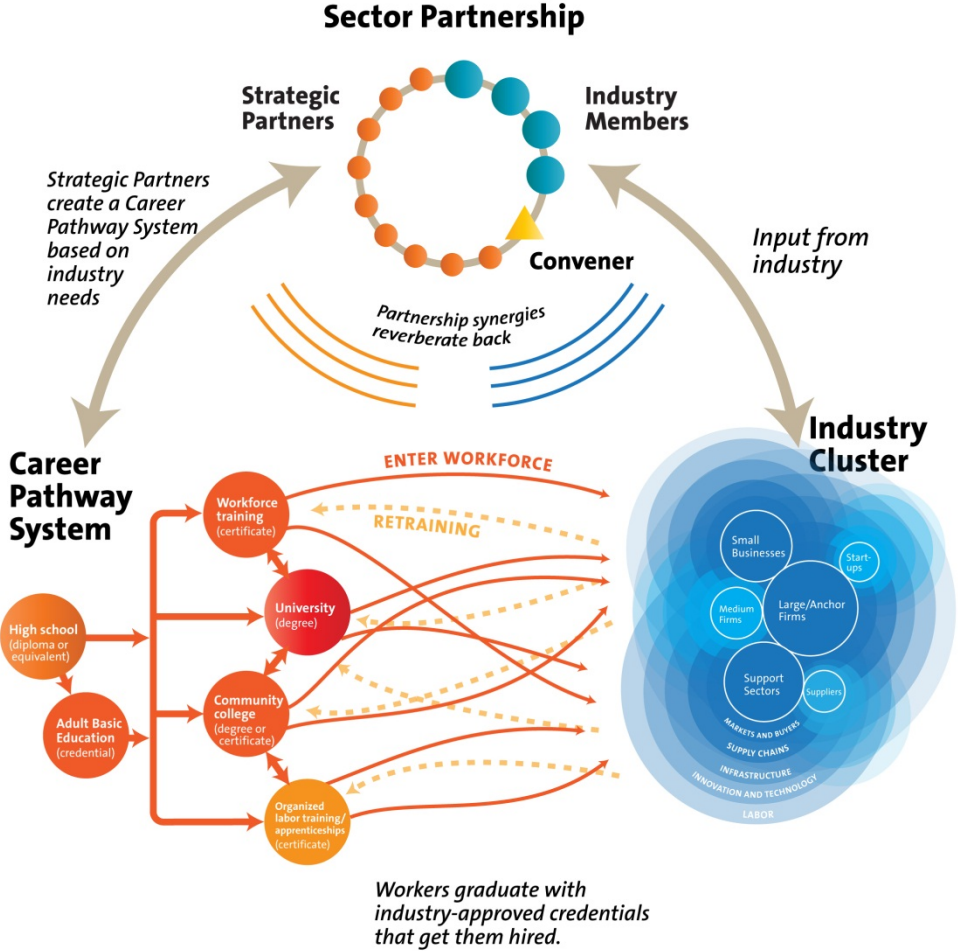


# EMPLOYER-DRIVEN, COMMUNITY-SUPPORTED SECTOR PARTNERSHIPS



# Sector Partnerships: The Keystone to Connecting Career Pathways to Industry Cluster Growth

Sector Partnerships align education and training programs with industry needs to produce readily employable workers.



## Northwest

*Emerging:* Advanced Textiles  
*Emerging:* Maritime  
*Exploring:* Healthcare

## Mid-Willamette

*Active:* Manufacturing  
*Active:* Healthcare

## Lane

*Active:* Technology Collaborative  
*Active:* Food & Beverage Partnership  
*Active:* Construction/Aggregate  
*Emerging:* Wood Products  
*Manufacturing*

## South Coast

*Active:* Healthcare  
*Emerging:* Manufacturing/Wood Products  
*Exploring:* Maritime & Hospitality/Tourism

## Southern

*Active:* Rogue Advanced Manufacturing Partnership  
*Active:* Rogue Tech Collective – Information Technology/E-Commerce  
*Active:* Healthcare

## Portland Metro

*Active:* Construction

## Portland Metro –

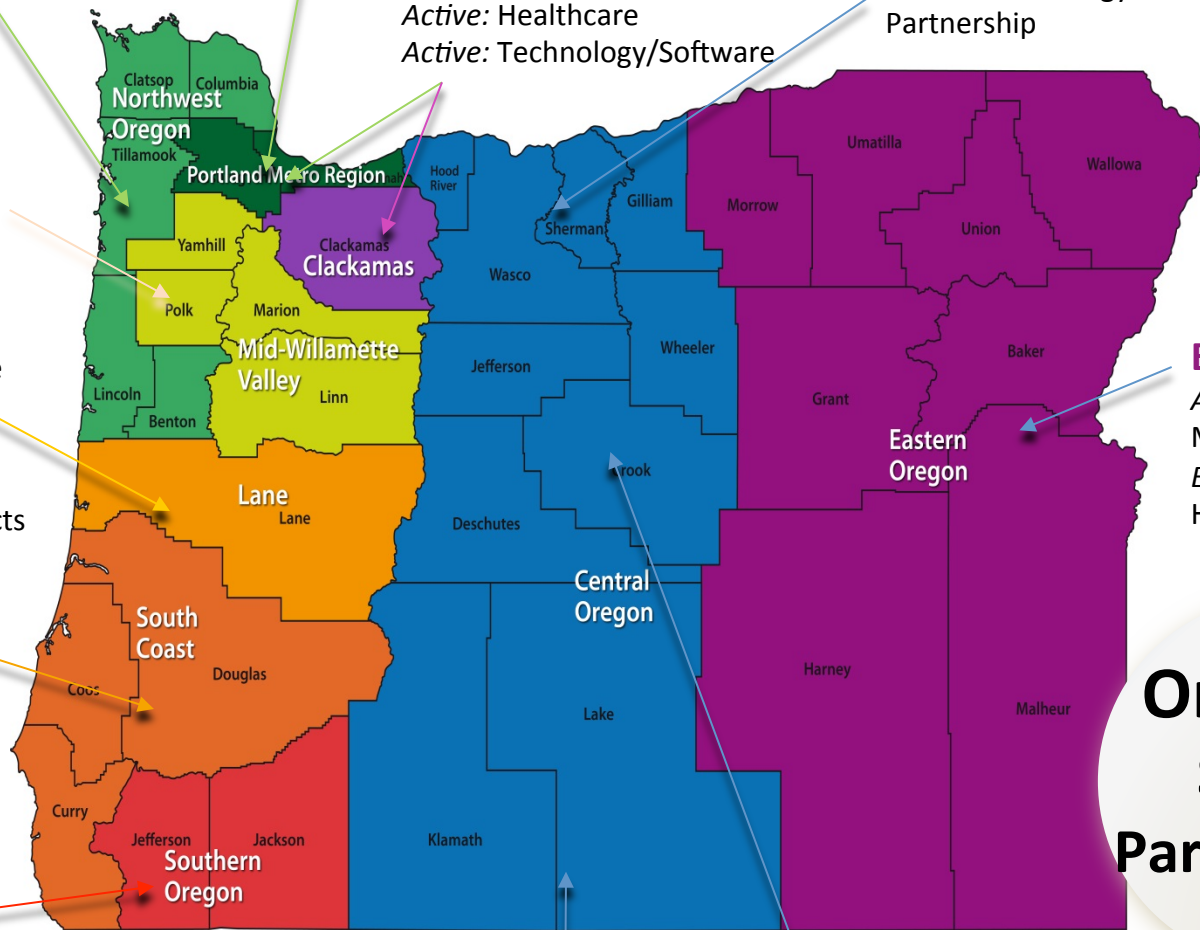
## Clackamas –

## SW WA Collaborative

*Active:* Manufacturing  
*Active:* Healthcare  
*Active:* Technology/Software

## North Cascades

*Active:* Technology Partnership



## Eastern

*Active:* Manufacturing  
*Exploring:* Healthcare

**Oregon's  
Sector  
Partnerships  
2017**

## South Cascades

*Active:* Specialty Ag Partnership

## Central Cascades

*Active:* Technology Partnership  
*Active:* Outdoor Gear Partnership

## Contact Information:

Shalee Hodgson

*System Alignment Manager*

Oregon Employment Department

**SUPPORT BUSINESS ▫ PROMOTE EMPLOYMENT**

Office: 503-947-1563 | Cell: 503-798-0142

**[Shalee.Hodgson@Oregon.gov](mailto:Shalee.Hodgson@Oregon.gov)**





Colorado Workforce  
Development Council

**STATE ROLE:  
NEXT GEN SECTOR PARTNERSHIPS  
DEFINING HIGH PERFORMING  
MEASURING SUCCESS**

[www.COWorkforceCouncil.org](http://www.COWorkforceCouncil.org)

[www.SectorsSummit.com](http://www.SectorsSummit.com)



- Key Industries
- Trade Organizations
- Businesses

## Industry

## Workers & Students



### Sector Partnerships

- ✓ Priorities
- ✓ Opportunities
- ✓ Challenges
- ✓ Current and Future Needs

### Policies, Standards and Metrics

Federal, State and Local Agencies, Boards and Councils

### Career Pathways

Workforce and Education Partners

- ✓ Assessments
- ✓ Placements
- ✓ Services
- ✓ Training
- ✓ Education
- ✓ Workplace learning

### Job Opportunities

Connecting Businesses and Qualified Workers

### Continuous Improvement

- ✓ Business Feedback
- ✓ Evaluation & Analysis
- ✓ Global Standards
- ✓ Best Practices
- ✓ Lessons Learned

### Workforce of the Future

- ✓ Every Coloradan has access to meaningful employment
- ✓ Every Colorado business has access to a skilled workforce





# Ten Indicators of a High Performing Colorado Sector Partnership

1. Operates strategically and effectively
2. Is led by, and continually attracts, influential, engaged private sector leaders
3. Is supported by a comprehensive “regional support team” of non-employer partners
4. Focuses on solutions with economic impact
5. Fosters continuous improvement of Colorado’s education, workforce development and economic development systems
6. Operates in a true labor market region
7. Can demonstrate action
8. Self-promotes and markets achievements
9. Impacts Decision makers and related industry efforts
10. Sustains itself over time



# Colorado's Network of Sector Partnerships

- **24 Partnerships Across Colorado:**
  - 13 of 14 Economic Development
  - 8 Industries
- **86%** of partnerships **implemented joint or shared projects** and **collectively made decisions** across community partners (education, workforce development, economic development, etc.)
- **81%** of partnerships resulted in **increased collaboration around talent development** across community partners.
- Nearly every active or emerging sector partnership **increased participation by businesses in the target industry and region, as well as education, training, and student/jobseeker support organizations** (K-12, postsecondary, workforce programs, etc) over the last year.



# Impact on Student/ Jobseekers

- 76% of partnerships increased participation by education, training and student/ jobseeker support organizations (K-12, post-secondary, workforce programs, other).
- 71% of partnerships increased student/jobseeker awareness of training/education programs.
- 62% of partnerships experienced increased program alignment across secondary, post-secondary, and/or workforce programming.
- 67% of partnerships enhanced existing or developed new training/education program(s).



# Impact on Businesses

- 82% of sector partnerships have businesses that have developed new or enhanced ideas for new products and/or markets as a result of their participation in the partnership.
- 91% of sector partnerships have businesses that have found support in finding employees with the skills and experiences their business needs as a result of their participation in the partnership.
- 62% of businesses experienced improvements in HR policies and/or employee development practices.
- 82% of sector partnerships have businesses that have developed new recruitment practices\* as a result of their participation in the partnership.
- 64% of sector partnerships have businesses that have established new or enhanced contracts as a result of their participation in the partnership.



# Testimonies from businesses across Colorado:

“I truly believe that I can get expert advice on a wide range of business issues from mentors that care about my success.”

“Innovative ideas result from unexpected conversations due to interaction with local professionals.”

“A collaborative environment within manufacturing locally is helping *our company* to speed turnaround time on quote packages and improve the accuracy of the costing prior to winning a job. This is because we are working with partner companies we are familiar with and whom are familiar with our capabilities.”

“This partnership fills in the gaps and provides the glue for the health care industry in our region.”

“We have seen much better candidates for skilled positions.”





Colorado Workforce  
Development Council

**THANK YOU,  
STEPHANIE VECK, DIRECTOR**

CONTACT: [CWDC@STATE.CO.US](mailto:CWDC@STATE.CO.US)

[www.COWorkforceCouncil.org](http://www.COWorkforceCouncil.org)

[www.SectorsSummit.com](http://www.SectorsSummit.com)



# Q&A with Panelist



**Shalee Hodgson,**  
System Innovation  
Manager

Oregon Employment  
Department



**Carol Kilko,** Deputy  
Secretary, Office of  
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Pennsylvania Department  
of Community and  
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# Wrap Up

- Remember to fill out survey- It will pop up on your screen

## Community of Practice:

- July- We are taking a summer break from webinars, but will launch new new tools and resources on the toolkit and send extra tips
- **August 3<sup>rd</sup>- Next Gen Business Leaders:** Hear directly from businesses who are leading Next Gen Sector Partnerships forward in their communities. **Thursday August 3<sup>rd</sup> from 1-2:30pm EDT**



**Training Manual**

FEBRUARY 2017

[www.nextgensectorpartnerships.com](http://www.nextgensectorpartnerships.com)





Thank you!

