

# Next Generation Sector Partnerships - A Benchmarking Framework of Sample Impact Indicators

**Stage of Development**  
 Early  
 Mature

Impact on Business Partners	Impact on Students, Jobseekers and Workers	Impact on Public Programs	Impact on Regional Economy	Impact on Community Development	Impact on Systems Change
<ul style="list-style-type: none"> <li>• Direct benefits from increased business-to-business networking</li> <li>• More direct access to coordinated network of public partner programs</li> <li>• Improved Internal operations</li> <li>• Improved talent management and advancement practices</li> <li>• Reduced time-to-hire for critical occupations</li> <li>• Increased staff retention</li> <li>• Shared costs of employee training</li> <li>• New product lines, services or markets</li> </ul>	<ul style="list-style-type: none"> <li>• Increased awareness by students of careers and opportunities in regional industries</li> <li>• More opportunities for work-based experience like internships</li> <li>• Increased attainment of industry relevant credentials</li> <li>• Increased placement into jobs in target industries</li> <li>• Evidence of advancement with associated pay and benefits increases</li> <li>• Improved job quality (wage, benefits, equity)</li> </ul>	<ul style="list-style-type: none"> <li>• Evidence of reduced duplication by public and community based organizations</li> <li>• Specific examples of system coordination (shared advisories, co-staffing of shared initiatives)</li> <li>• Increased collaboration between industry and local high schools and CTE programs</li> <li>• New cross-system career pathways</li> <li>• Formal policies that align programs across secondary, post-sec and workforce programs</li> <li>• Blended program funding</li> </ul>	<ul style="list-style-type: none"> <li>• New jobs created</li> <li>• More local people hired to local jobs</li> <li>• New companies recruited to the region</li> <li>• More companies retained in the region</li> <li>• More companies stabilized in the region</li> <li>• Improvements to regional infrastructure including transportation, technology</li> </ul>	<ul style="list-style-type: none"> <li>• Unexpected community projects</li> <li>• More businesses investing in community</li> <li>• Shifts in community identity</li> <li>• Improvements to social support systems like transportation, childcare</li> </ul>	<ul style="list-style-type: none"> <li>• Formal mechanisms established for multiple systems and jurisdictions to agree and coordinate industry engagement via shared sector partnerships</li> <li>• Partnership acts as a shared regional education advisory board, replacing many, smaller education advisory boards</li> </ul>

# Next Generation Sector Partnerships – *A Sampling of Real Examples of Impact Indicators from 9 Regions*

		Impact on Business Partners	Impact on Students, Jobseekers and Workers	Impact on Public Programs
Stage of Development	Early Stages	<ul style="list-style-type: none"> <li>Shared apprentices, hosted by one lead company in Arizona, Laron Manufacturing, that increased immediate supply of qualified millwrights, machinists and welders for other companies in the region. This innovative model was recognized as a national best practice. (Kingman and Mohave Manufacturing Association, Arizona)</li> <li>An early regional Manufacturing Directory became the go-to for small and mid-sized manufacturers to connect on materials and supplies otherwise more costly to identify and secure (Butte County Grow Manufacturing Initiative)</li> </ul>	<ul style="list-style-type: none"> <li>Between 2014 and 2019, 2,502 students participated in 162 tours of manufacturing facilities in Northern Colorado. A “Parents Night” event has been added, generating measurable interest among students, successful job applications from parents and coverage in The Wall Street Journal. (NOCO Manufacturing Partnership, Colorado)</li> <li>A “Chart your path to a healthcare career event” that reached 450 students across 18 school districts, jointly supported by 21 healthcare providers, six colleges, a university, the workforce council, city, county and others. (Healthcare Industry Leadership Table, Seattle, Washington)</li> <li>An assessment and articulation of customer service skills needed in CNA trainings, leading to a new workforce training certificate program and a re-tooled community college CNA program (NELA Healthcare Alliance, Louisiana)</li> <li>Manufacturers sponsored over 20 high school robotics teams, fostering interest in STEM careers and building STEM skills in local high schools (Calumet Manufacturing Industry Sector Partnership, Chicago)</li> <li>Within one year a new Certified Production Technician at Cape Fear Community College, and company commitments to interview graduates (Cape Fear Manufacturing Partnership)</li> </ul>	<ul style="list-style-type: none"> <li>Early shared “skill panel”-like input sessions by manufacturers, for two community colleges, two workforce development boards and four high schools that resulted in revised skills standards across 10 occupations. (NOCO Manufacturing Partnership, Colorado)</li> <li>A new mobile training unit, shared by regional manufacturers in partnership with colleges, to reach remote students seeking short-term manufacturing credentials (Kingman and Mohave Manufacturing Association, Arizona)</li> </ul>
	Mid Stages	<ul style="list-style-type: none"> <li>Beyond the flagship NOCOM trade show, in 2019, there were 6 Insite tours with 162 attendees, 10 Lunch and Learns, and 3 other Business-to-Business networking events with 328 attendees. (NOCO Manufacturing Partnership, Colorado)</li> <li>Direct B2B networking outcomes, including a participating manufacturer with expertise in ISO certification offering in-kind consultation to others seeking expertise. A recipient company reciprocated by offering fabrication work at no charge. (MADE in Central PA Manufacturing Partnership, Pennsylvania)</li> </ul>	<ul style="list-style-type: none"> <li>Rapid re-employment of laid-off workers: In Sept 2020 when 30 employees were laid off at one manufacturer, the Partnership’s network activated to find new employment among other manufacturers within the Partnership. (MADE in Central PA Manufacturing Partnership, Pennsylvania)</li> <li>Donations to directly support student completion at Front Range and AIMS Community Colleges, supporting 6 medical assistant students at FRCC and CNA certification exams for students at AIMS Community College (NOCO Health Sector Partnership, Colorado)</li> <li>Local manufacturers directly co-teach or present on specific topics to students, including machining, laser cutting, metal stamping, 3D printing, welding, injection molding, LEAN and more. Between 2014 and 2019, 5,809 middle school, high school, and college students attended a classroom or career fair lesson. (NOCO Manufacturing Partnership, Colorado)</li> <li>Over 50 on-the-job trainings, 100 interns and 100 new hires in the Partnership’s second year of operation as a result of business-support partner coordination (Calumet Manufacturing Industry Sector Partnership, Chicago)</li> </ul>	<ul style="list-style-type: none"> <li>In June 2019, support and industry partners reported first-ever regional meeting to connect 3 community colleges, 30 high school districts and large showing of manufacturing leaders for groundwork of robotics competition and intern placement (Calumet Manufacturing Industry Sector Partnership)</li> </ul>
	Mature Stages	<ul style="list-style-type: none"> <li>Seven years in a row, the NOCOM trade show in Northern CO is referenced by manufacturers as the go-to for B2B networking and for showcasing companies and jobs to youth. NOCOM repeatedly reports over 120 exhibitors and over 900 attendees. (NOCO Manufacturing Partnership, Colorado)</li> <li>The North State’s Grow Manufacturing Expo draws over 2,500 students and hundreds of manufacturers together for business-to-business connections as well as recruitment opportunities (Butte and Shasta Counties Grow Manufacturing Initiatives)</li> </ul>	<ul style="list-style-type: none"> <li>A summer internship program that places high school students with local manufacturer into 250 hours of paid internship experiences with an opportunity to increase their skills, explore career options and gain exposure to the industry. Fourteen internships and two faculty externships were completed in 2019. (NOCO Manufacturing Partnership, Colorado)</li> <li>In 2019, \$38,500 was contributed for tuition and supplies scholarships from funds raised through the Partnership’s annual trade show, NOCOM. (NOCO Manufacturing Partnership, Colorado)</li> <li>A new Blue Cross Blue Shield Foundation grant that increased the nurse adjunct faculty pool by 15, increasing annual qualified nurse graduates by 30 per year during a severe nursing shortage (NELA Healthcare Alliance, Louisiana)</li> </ul>	<ul style="list-style-type: none"> <li>New funding and commitment to a 2021 workforce training center at Mohave Community College, to be housed in a 10,800 sq ft space, and providing a series of rapid training modules for manufacturing workers (Kingman and Mohave Manufacturing Association, Arizona)</li> </ul>

# Next Generation Sector Partnerships – *A Sampling of Real Examples of Impact Indicators from 9 Regions cont.*

		Impact on Regional Economy	Impact on Community Development	Impact on Systems Change
Stage of Development	Early Stages	<ul style="list-style-type: none"> <li>During the beginning stages of the COVID-19 pandemic, manufacturers pivoted their production lines to meet the immediate PPE needs within their regions and ensure employment for their workers. (MADE in Central PA Manufacturing Partnership, Pennsylvania)</li> <li>Within 6 months of launching the Lane County Tech Collaborative, a direct flight from Eugene, OR to Silicon Valley (San Jose, CA) was fast-tracked and secured as a result of unified industry voice. (Lane County Tech Collaborative)</li> </ul>	<ul style="list-style-type: none"> <li>The re-establishment of a defunct ambulatory advisory committee to address shortages and gaps in emergency and patient transfer capacity in their rural region (NELA Healthcare Alliance, Louisiana)</li> <li>Within 9 months of launching the Lane County Tech Collaborative, high speed internet was scaled up across the greater Eugene area as a result of industry and public partners collaborating (Lane County Tech Collaborative)</li> </ul>	<ul style="list-style-type: none"> <li>Manufacturing leaders partner with with local and state governments for topics such as transportation and educational infrastructure, including advocating for targeted investments in technologies and re-zoning into an official “Inland Port” (Kingman and Mohave Manufacturing Association, Arizona)</li> <li>A first of its kind formalized Memorandum of Understanding among seven training and community based organizations outlining rules of engagement and intent of co-building a shared manufacturing sector partnership, first signed in 2017 and renewed in 2020 Calumet Manufacturing Industry Sector Partnership, Chicago)</li> </ul>
	Mid Stages	<ul style="list-style-type: none"> <li>Shared development of a business-driven regional marketing campaign, “Made in Central PA”, targeting talent from outside the Central PA region, including cities like Philadelphia and New York City (MADE in Central PA Manufacturing Partnership, Pennsylvania)</li> <li>\$1.2 million in additional local, state, federal and private funds leveraged to support the manufacturing industry (Calumet Manufacturing Industry Sector Partnership, Chicago)</li> <li>Eugene, OR hosts two new national wine conferences which bring thousands to the region annually as a result of their Food &amp; Beverage Partnership (Lane County Food and Beverage Partnership).</li> <li>A World Class Industries marketing campaign in partnership with the Eugene airport profiles companies and jobs as a result of all of Lane County’s collaboration of five sector partnerships.</li> </ul>	<ul style="list-style-type: none"> <li>An emerging commitment by the Seattle-King County Healthcare Industry Leadership Table to commit to a path of anti-racism as an industry (Healthcare Industry Leadership Table, Seattle, Washington)</li> <li>A business-sponsored training of 18 emergency responders in the Kingman-Mojave region after a fatality at one of the region’s manufacturing facilities due to the insufficient capacity of emergency response in the vast, rural region (Kingman and Mohave Manufacturing Association, Arizona)</li> </ul>	<ul style="list-style-type: none"> <li>An inventory of bed space, special equipment and specialized nursing skills across regional hospitals in order to improve likelihood of safe and effective transfer of patients from over-capacity to under- capacity systems, resulting in a Hospital Resource Guide (NELA Healthcare Alliance, Louisiana)</li> <li>Influencing a Mayoral focus on workforce housing by organizing hospitals and clinics to provide data, focus groups and input into a city strategy to increase affordable housing stock (Healthcare Industry Leadership Table, Seattle, Washington)</li> <li>University of Oregon re-tooled their entire computer science curriculum as a result of having access to critical mass of tech companies in the Eugene area (Lane County Tech Collaborative)</li> </ul>
	Mature Stages	<ul style="list-style-type: none"> <li>After securing a \$20 million allocation, financing and construction for The Rancho Santa Fe Parkway Interchange was confirmed in 2020. This includes new transportation access to a manufacturing industrial park along with the acquisition of industrial land for major expansion of the manufacturing sector, scheduled to break ground in 2021. (Kingman and Mohave Manufacturing Association, Arizona)</li> <li>Early conversations and planning to turn the Monroe, LA area into an official medical district, knitting together healthcare services with research facilities and community needs in housing and access to grocery stores and other services (NELA Healthcare Alliance, Louisiana)</li> </ul>	<ul style="list-style-type: none"> <li>Pennsylvania College of Technology, a support partner, received an \$8 million U.S. Department of Labor Apprenticeship grant in partnership with the New Jersey Technical Institute. (MADE in Central PA Manufacturing Partnership, Pennsylvania)</li> </ul>	<ul style="list-style-type: none"> <li>Streamlining 15 separate educational program advisory council meetings into one annual Regional Advisory Meeting. The State of Colorado now recognizes this event as an official business advisory meeting required for access to federal funding. (Northern Colorado Manufacturing Partnership, Colorado)</li> <li>The codification of shared sector partnerships across city, county, college, school district, workforce board, labor, and economic development systems in a formal “Industry Engagement Committee” that agrees and leads the region’s shared “Industry Leadership Tables” (Healthcare Industry Leadership Table, Seattle, Washington)</li> </ul>