



Next Generation Sector Partnership Academy

FEBRUARY 7-8, 2017



The national **Next Generation Sector Partnership Academy** is the only training forum that uses the real experience, on-the-ground knowledge and lessons learned of practitioners in the field to train others on how to build industry-driven Next Generation Sector Partnerships. It is peer-driven and peer-led, drawing on the top-notch conveners of sector partnerships as its faculty.

Next Generation Sector Partnerships are **partnerships of businesses, from the same industry and in a shared labor market region, who work with education, workforce development, economic development and community organizations** to address the workforce and other competitiveness needs of the targeted industry. They are industry-led, community-supported, and sustainable over time.

These partnerships act as a “shared table” for business leaders to collaborate with the many and diverse public partners in their community. For public partners they provide access to a critical mass of companies in a like industry.

By attending the Academy, you are joining a groundswell of areas that have adopted this model of industry partnerships as a way of doing business. Over fifty next gen partnerships exist across the country, with concentrations of them in states like Colorado, California, Oregon, and Arizona; more emerging in states like Montana, Texas, Hawaii and Louisiana; and increasing interest from at least a half dozen other states.

Thank you for joining us. We are excited to expand the model nationally, and to facilitate gold-standard peer sharing on promising practices.

AGENDA

Day 1 – February 7th

7:30 a.m. **Registration Desk Open and Full Breakfast Served – *Please Join Us!***

8:30 a.m. **Welcome and Opening Remarks**

- *Why This, Why Now: Seth Mones, Vice President and Relationship Manager, Global Philanthropy, JPMorgan Chase & Co.*
- *Expectations and Overview: Next Generation Organizing Team*

8:45 a.m. **The Distinct Difference – Making the Case for Next Gen Sector Partnerships**

Sector strategies aren't new, nor are they unique to any one type of organization or system. So what's new and different about "Next Gen"? And why does authentically industry-led and community-supported matter more than ever?

- *Lindsey Woolsey, The Woolsey Group*
- *Eric Seleznow, former Deputy Secretary Employment & Training Administration, U.S. DOL*
- *Paul Harter, CEO, Aqua-Hot Heating Systems and Chairman, Northern Colorado (NoCO) Manufacturing Partnership*

Convening Strong Sector Partnerships: Panel of Practitioners

9:45 a.m.

Hear directly from four best-in-class examples of sector partnerships from around the country. Different geographies, different industries, different organizations in the role of lead convener. That means very different sector partnerships and outcomes, but all sharing a core set of operating principles.

- *Kristina Payne, Executive Director, Lane County Workforce Board, Eugene, Oregon*
- *Stephen Baiter, Executive Director, City of Oakland Workforce Development Board, Oakland, California*
- *Lynn Vosler, Director Workforce Development, Front Range Community College, Ft. Collins, Colorado*
- *Jennifer Mellor, Vice President Economic Development, Greater Phoenix Chamber of Commerce, Phoenix, Arizona*
- *Moderator: Francie Genz, Genz Consulting*

10:45 a.m. **Morning Break and Energy Snacks**

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11:00 a.m. **Concurrent Breakout Sessions: Stages of Development**

Two breakout options will dive deeper into the what, why, how and who of strong sector partnership development. Both will use expert faculty to provide honest insight into lessons learned, what works and what doesn't.

Just Beginning: Join this Sectors 101 session if you're just exploring sector partnership development. It's designed to introduce you to the nuts and bolts of launching a Next Gen sector partnership, including a simulation of an industry meeting.

Already underway: Join this advanced session, focusing on the many elements of successfully following through and organizing the aftermath after launching a partnership.

12:30 p.m. **Lunch Plenary: Understanding the State Role**

Sector partnerships are local, based on the labor market region of a target industry. But State policy (administrative and legislative) can play a big role in creating the right conditions for success. Hear from Colorado and Oregon about their experiences.

- *Stephanie Veck, Executive Director, Colorado Workforce Development Council*
- *Shalee Hodgson, Education Division Director, Oregon Department of Community Colleges and Workforce Development*
- *Moderator: Emily Lesh, Lesh Advisors*

1:15 p.m. **Break and Transition to Team Times**

1:30 p.m.

Team Times

90 minutes of facilitated time with your home team, focusing on debriefing the day so far and planning next steps.

Special Session – MCCD

This session is designed especially for faculty, deans and staff of MCCD.

Breakout for Individuals

Introduction to National Curriculum and Toolkit + Open Q&A

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2:45 p.m. **Afternoon Break**

3:00 p.m. **Breakout Discussions: Your Role in Sector Partnership Development**

Choose your breakout discussion based on the type of organization or system you represent for discussions about role, responsibility and capacity in supporting sector partnerships.

- Chambers and Economic Development Organizations
- Workforce Development Boards, Job Centers, Workforce organizations
- Community and Technical Colleges
- Business and Industry
- State-level Staff

4:00 p.m. **Afternoon Break and Snacks**

4:15 p.m. **Taking Stock - Plenary Q&A and Take-aways**

Candid sharing, crowd sourced questions and answers, facilitated lessons learned from Day one, and preparation for Day two.

- *Jacob Castillo, Larimer County, Colorado*
- *Emily Lesh, Lesh Advisors*

5:15 p.m. **Adjourn and Dinner on Your Own**

Day 2 – February 8th

8:00 a.m. **Breakfast Served, Sponsored by Maricopa Community College District**

8:30 a.m. **Welcome and Opening Comments**

Opening Comments from our host, Maricopa County Community Colleges District

- *Dr. Randy Kimmens, Associate Vice Chancellor of Workforce Development*

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8:45 a.m. **Panel of Champions: Leading the Charge**

Next Gen Sector Partnerships are marked by the leadership that individual CEOs bring to the table, recruiting peers, digging in, donating time and resources to real outcomes. This panel will be a highlight of the Academy.

- *Paul Harter, CEO, Aqua-Hot Heating Systems and Chairman, Northern Colorado (NoCO) Manufacturing Partnership*
- *Yvonne Myers, Health Systems Director, Columbine Health System, Ft. Collins, Colorado, Chair, Northern Colorado Health Partnership*
- *Nikki Dixon-Foley, Customer Service Manager, West Paw Design, Chair Bozeman Manufacturing Partnership*
- *John Hansen, CEO, Laron Manufacturing, Chair Kingman Mohave Manufacturing Association, Kingman, Arizona*
- *Moderator: John Melville, Collaborative Economics*

10:00 a.m. **Snack Break and Transition to Team Time**

10:15 a.m.

Team Time

Facilitated time with your team, focusing on debriefing the day so far and planning next steps.

Special Session

MCCD

This session is designed especially for faculty, deans and staff of MCCD.

Breakout for

Individuals

Support and Capacity for Sector Partnerships

Optional

Breakout

for Industry Champions

Growing the Farm team

11:45 a.m. **Break and Transition to Lunch**

12:00 noon **Networking and Peer Sharing Lunch**

For today's lunch, you will have an opportunity to sit with peers from around the country to find out more about the secrets to success of sector partnership development, and to share your own.

AGENDA

1:00 p.m.

Plenary Session: Purposeful Connections between Career Pathways and Sector Partnerships

Career pathway development cannot occur inside the walls of single institutions, nor be disconnected from industry demand. Apprenticeships and work-based learning must be an integrated part of career pathway development. How do we ensure that sector partnerships are positioned as the vehicles for these connections and integration? What are the indicators of success? This session will combine national context setting, respondents, and small group discussions.

- *Lindsey Woolsey, The Woolsey Group*
- *Eric Seleznow, former Deputy Secretary Employment & Training Administration, U.S. DOL*
- *Respondents: Lynn Vosler, Front Range Community College and Paul Harter, CEO, Aqua-Hot Heating Systems*

2:15 p.m.

Afternoon Snack Break

2:30 p.m.

Team Times

Facilitated time with your team, focusing on debriefing the day so far and planning next steps.

Special Session – MCCD

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Breakout Options for Individuals

Success Metrics for Sector Partnerships

3:45 p.m.

Break and Transition to Final Plenary

4:00 p.m.

Building a National Community of Practice

Our final session will be a critical discussion about ongoing commitments, opportunities and next steps as a national learning group. The Academy will wrap up with two important pieces of information: first, announcements about future opportunities for local areas and states pursuing Next Gen sector partnership development; and second, joint commitments as a community of practice going forward.

4:30 p.m.

Thank you and Adjourn!