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

WHAT ARE SECTOR PARTNERSHIPS?
Strategic Partners

Outcomes for Workers

- More likely to work and
- 1.8x higher earnings
- Exit poverty
- 4x worker participation

Outcomes for Employers

- 100% employees report participation increases in productivity
- 84% employees report significant
- 42% employees report reductions

Coordination solutions that benefit workers.

The partnership addresses common needs of employers and employees.

Sector Partnership

Members

Industry

Convenor

Organizations

Human Services

Universities

Community Colleges

Community-based Organizations

Workforce Boards

Economic Development

Organized Labor

K-12

Adult Basic Education

Terms in a single industry

Membership was valuable

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THE WOOSTER GROUP

NATIONAL GOVERNORS ASSOCIATION
and more:

Industry associations (if they don't exist)

- Shared community improvement efforts
- Support programs
- High-skill job recruitment response
- Materials and products
- Shared costs related to transportation of
- Supply chain mapping - local suppliers
- Supply chain and industry
- Industry and company networking

**ECO**

- Economic development solutions
  - Career awareness campaigns (esp. youth)
  - Aligning job descriptions with actual KSA's
  - Resolved retention issues
  - Hire local candidates (industry driven)

- 3rd party screening/assessment
- HR practices
- Management training, etc.
- Work recognition (org charts, etc.)
- Non-training

- Apprenticeships
- Work experience/internships (esp. youth)
- Work readiness programs (basic, soft)
- Entry-level skills development
- Work-readiness programs (including career pathways)
- Long term training and education
- Safety, management, other
- Inherent worker training (skills)
- Exit interviews
- Short term training (skills, licenses, etc.)
- Human capital issues
- Definition and resolution of key

**FORC**

- Education & training

**RES**

- What can result from a sector partnership?
WHAT WORKS WELL (AND NOT SO WELL)

A mysterious, unique occurrence
Organizations and jurisdictions
The futile search for consensus
Representation-oriented
Target populations first
Problem-driven
Workforce only

Virtual thinking
Widespread top-down or too-local
System or institution-driven
Employees as customers
Individual firms

Disciplined, replicable processes
People and relationships
Coalitions of the willing
Champion-driven
Employee priorities first
Opportunity-focused
Industry competitiveness/growth
Emerging specialties
Existing industry strength or
Regionally-based
Industry-driven
Clusters of companies

Organizations and jurisdictions
What more information do you need to choose?

Why are they good candidates?

Launching a new or expanding an existing sector

What sectors do you think are prime candidates for making informed choices?