



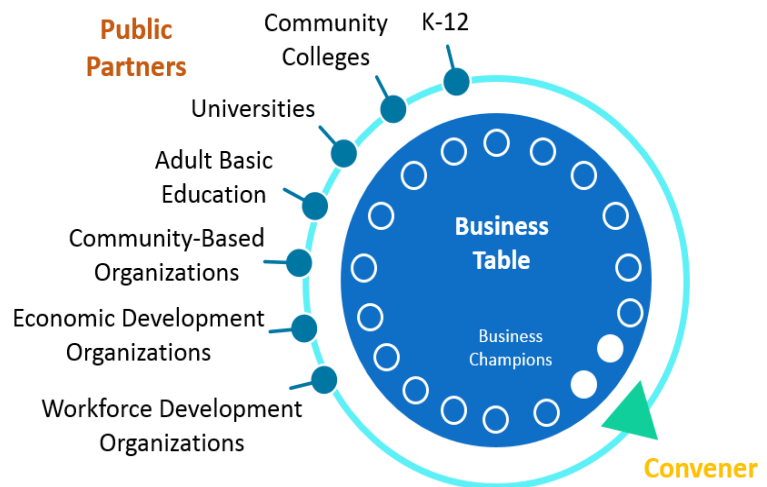
Pennsylvania Next Generation Sector Partnerships

Across Pennsylvania, businesses are launching industry-led Next Generation Sector Partnerships with support from workforce development and economic development.

What are Next Generation Sector Partnerships?

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 competitiveness needs of the targeted industry. Next Gen Sector Partnerships build on highly successful, nationally recognized initiatives in Pennsylvania by combining the economic development concept of “cluster partnerships” that address the comprehensive needs of industry with the workforce development model of “sector initiatives” that focus on addressing specific training needs of the targeted industry. Instead of focusing on serving businesses’ needs based around public programs, Next Gen Sector Partnerships put businesses at the center of a coordinated workforce and economic development system that reacts to businesses’ defined opportunities and priorities.

In a Next Gen Sector Partnership, public partners are figuratively, and literally, at the outside of the table. Figuratively, public partners are not setting the agenda, as Next Gen Sector Partnerships are business-driven. Literally, the graphic to the right is an example of how an in-person meeting for a Next Gen Sector Partnership is set-up. Businesses sit at the table and drive the discussion. Outside the table, public partners observe and help when businesses asks.



Next Gen Sector Partnerships offer Business Leaders:

- An **action-orientated forum** to come together with other businesses in their industry to tackle issues that parties care about and impact the bottom line.
- A **business-driven agenda** means that business leaders determine the priorities and lead the partnership forward. Priorities that other partnerships have addressed include workforce, marketing, infrastructure, supply chain coordination, and others.
- A **common table** to partner with public partners from workforce development, economic development, and education. Public partners want to work with businesses at one table and reduce the multiple asks they have of business leaders.

Next Gen Sector Partnerships have Results!

There is statistical evidence that sector partnerships work. The Next Gen Sector Partnership effort is being modeled after similar partnerships all over the country. For instance, in Colorado 21 similar partnerships across the state have resulted in:

- 82% of partnerships have businesses that have developed new or enhanced ideas for new products and/or markets.
- 91% of partnerships have businesses that have found support in finding employees with the skills and experiences their business needs.
- 82% of partnerships have businesses that have developed new recruitment practices, helping them better connect with the talent they need to grow and thrive.

Next Gen Works – Just Ask Businesses!

“The Central Pennsylvania Next Generation Sector Partnership is proving to be the focal point for many of the important initiatives at SEKISUI Polymer Innovations. With corporate offices and two manufacturing campuses in Bloomsburg, our success as a company depends on the success of the local community. By working with other manufacturers and public partners, we can quickly identify and act on important initiatives for our community as a group. By working together, we can mobilize the public partners to more quickly solve our biggest challenges without overtaxing our internal resources.”

Ronn Cort, COO, SEKISUI Polymer Innovations

Central PA Advanced Manufacturing Next Generation Sector Partnership

“Employer-driven next generation sector partnerships are an innovative approach to doing business in which a collaborative and sustainable model for regional economic and workforce development is developed and deployed. By focusing on the overall competitive needs of the industry and allowing business leaders to guide the work, at their core, next gen partnerships support and promote the overall well-being of the communities we call home.”

JoAnne Ryan, President & CEO, Alpha Sintered Metals

Board of Directors, The Manufacturing Education and Employment Advancement Board

“My experience with ITAG and Hire One is that it’s become a seamless, boundary-less partnership; not an us vs them.”

Lisa Van Ess, Director and Coaching Leader, NiiT Technologies Limited

Member, Innovative Technology Action Group (ITAG)

How to get involved!

Want to get involved in Next Gen Sector Partnerships in PA? Learn more by contacting:

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