



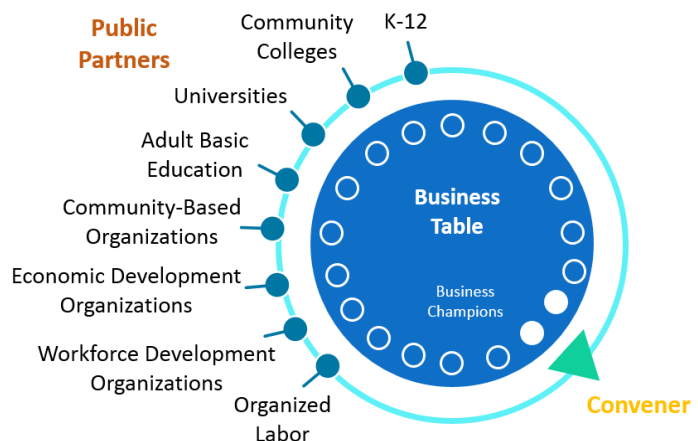
Pennsylvania Next Generation Industry Partnerships

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

What are Next Generation Industry Partnerships?

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



Next Gen Industry 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 Industry Partnerships have Results!

There is statistical evidence that sector partnerships work. The Next Gen Industry 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!

“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
Member, Pennsylvania Workforce Development Board
Board of Directors, The Manufacturing Education and Employment Advancement Board

“Vanguard, along with all of the other employers/partners on the Hire One Committee, is always looking for new ideas and creative ways to source and develop talent. Having a safe place to share our mutual questions and ideas is an incubator for innovative solutions.”

Sean R. Ellsworth,
External Recruiting Manager, Vanguard
Member, Hire One Task Force

“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
Chair, Tech 360
Member, Innovative Technology Action Group (ITAG)

How to get involved!

Want to get involved in Next Gen Industry Partnerships in Pennsylvania? Learn more by contacting:

Michael Leister
Director of Partnership Development
PA Department of Labor & Industry
Phone: 717.705.7650
Email: mileister@pa.gov

Gwen A. Ross, MPA
Director of Workforce Dev. Initiatives
PA Dept. of Community & Economic Dev.
Phone: 717.720.7386
Email: gwross@pa.gov