Sector Partnerships: Carrying the Momentum Forward

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Session Goal:
Identify specific action steps Colorado Workforce Development Council business members can take to help move sector partnerships forward across Colorado.
Sector Partnerships: Carrying the Momentum Forward

What We Will Cover

1. Setting the stage: What are sector partnerships & why do they matter?
2. What do Colorado sector partnerships look like & where are they?
3. Work Session: What can you do?
Setting the Stage: What are Sector Partnerships & Why Do They Matter

First, let’s hear from you!

- What is a sector partnership?
- Why do they matter?
Important Characteristics

• Are employer-driven
• Are regional
• Are convened by a credible third party
• Act as a coordinating body across multiple education, workforce development, economic development and other programs
• Create highly customized responses to a target industry’s needs, and therefore highly accurate responses
• They are about more than workforce training (as infrastructure, broadband, supplier development)
• Treat employers as partners, not just customers
• Are NOT a grant program, a short term project, a passing fad; they are a long term partnership
Sector Partnership
The partnership addresses common needs of employers and generates coordinated solutions that benefit workers.

Outcomes for Employers
- 41% employers report reductions in turnover
- 84% employers report significant increases in productivity
- 100% employers report participation in Partnership was valuable

Outcomes for Workers
- 48% worker participants exited poverty
- 18% higher earnings
- more likely to work and in jobs with benefits
The Keystone to Connecting Career Pathways to Industry Cluster Growth

Sector Partnerships align education and training programs with industry needs to produce readily employable workers.

Sector Partnership

Strategic Partners

Industry Members

Convener

Input from industry

Career Pathway System

Workforce Training Strategies

University Degree

Community College Degree or Certificate

High School Diploma or GED

Adult Basic Education

ENTER WORKFORCE

RETRAINING

Workers graduate with industry-approved credentials that get them hired.

Industry Cluster

Small Business

Large Business

Support Services

Workers gain skills.

Partnership synergies reverberate back.

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Outcomes from the Sectors Summit II

- Over 300 people attended
- 37 Sector Partnerships
  - 7 Active
  - 12 Emerging
  - 18 Exploring
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What Can You Do?

1. Engage in helping to start new partnerships
2. Foster the expansion or sustainability of existing partnerships
3. Build the buzz about the sector partnership approach
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Opportunities and Support

1. Regional Trainings coming to you! Week of Sept 8th
2. 1:1 Team Coaching Available
3. Monthly Peer Networking Calls

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Building the Buzz

*What are your circles of influence?*

1. List “influencers” you know on one piece of paper
Building the Buzz

*What are your circles of influence?*

1. List “influencers” you know on one piece of paper
2. Grab the other paper - draw yourself as a circle the center of the page
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*What are your circles of influence?*

1. List “influencers” you know on one piece of paper
2. Grab the other paper - draw yourself as a circle the center of the page
3. Draw circles for your “influencers” on the page:
   - bigger the circle the bigger the impact of that person;
   - proximity to you to depicts how close you are to them