

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?**



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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?**



Sector Partnerships : Carrying the Momentum Forward

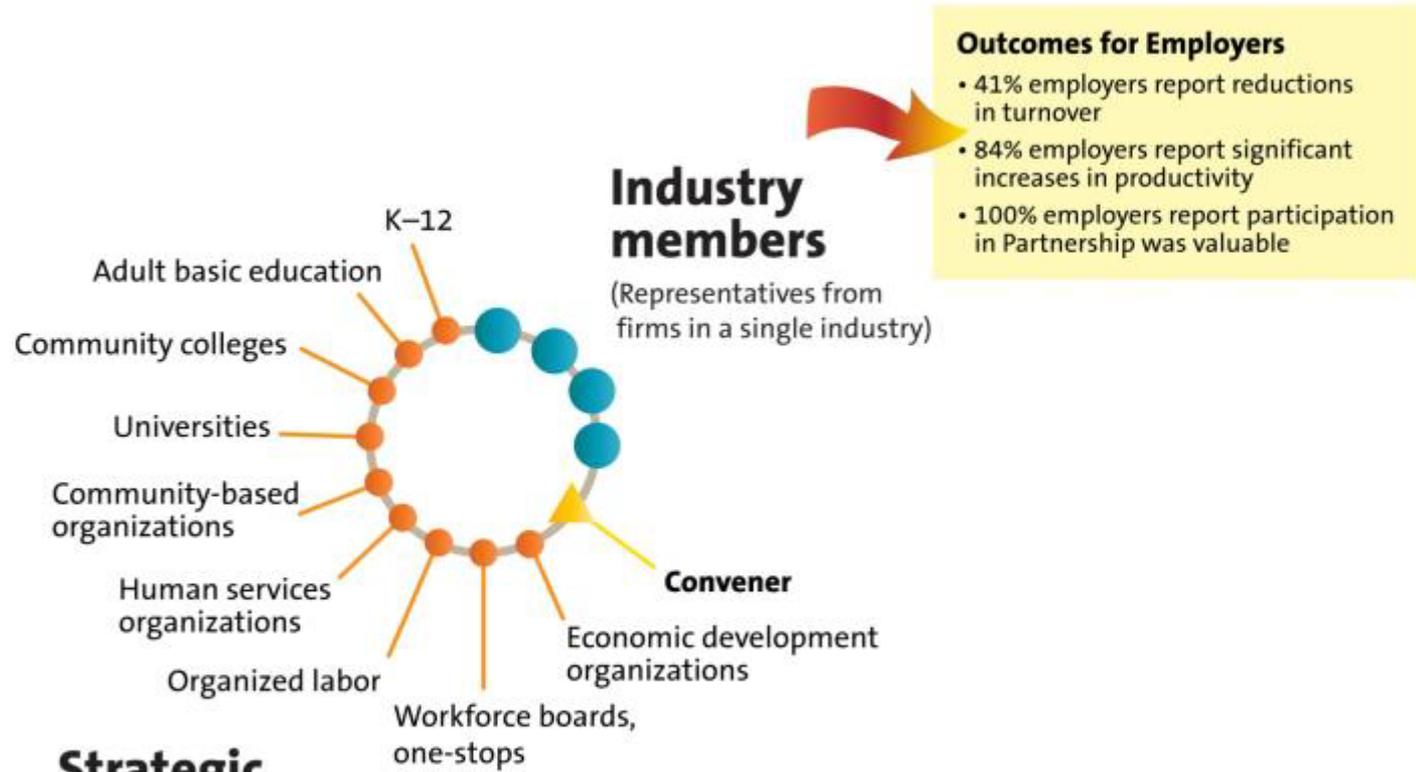
Important Characteristics

- 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

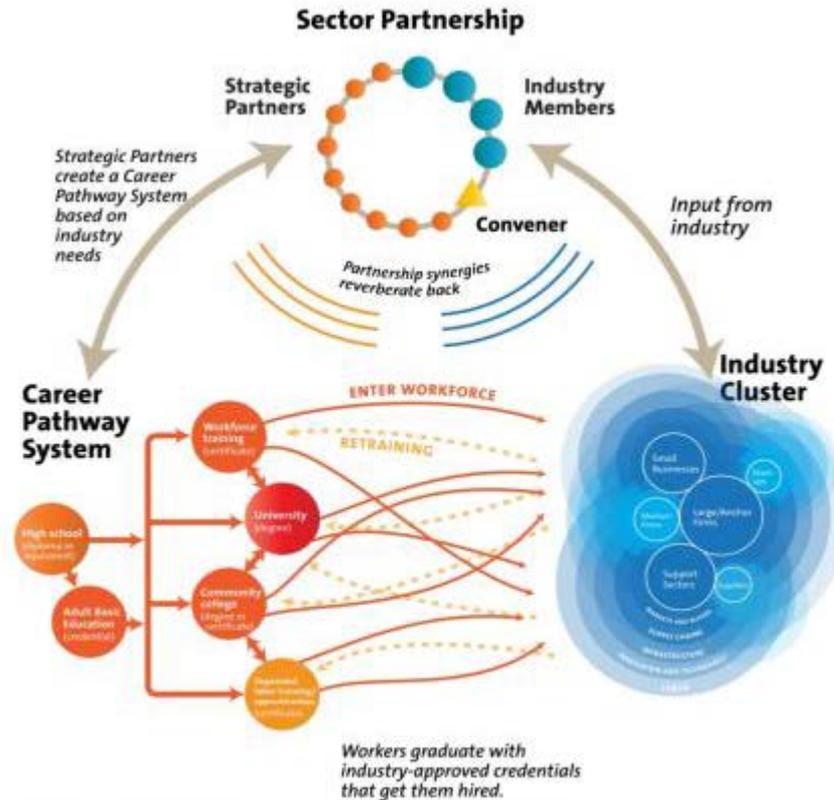
- 41% employers report reductions in turnover
- 84% employers report significant increases in productivity
- 100% employers report participation in Partnership was valuable

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.



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Outcomes from the Sectors Summit II

- Over 300 people attended
- 37 Sector Partnerships
 - 7 Active
 - 12 Emerging
 - 18 Exploring



Colorado Sector Partnerships



1 Emerging: Energy & Natural Resources

9 Emerging: Energy & Natural Resources
Exploring: Advanced Manufacturing
Exploring: Food & Agriculture

11 Exploring: Tourism & Outdoor Recreation
Exploring: Energy & Natural Resources

13 Active: Health & Wellness
Exploring: Tourism & Outdoor Recreation

2 Active: Health & Wellness
Active: Advanced Manufacturing
Emerging: Creative Industries
Exploring: Energy & Natural Resources
Exploring: Construction & Development

10 Active: Health & Wellness
Emerging: Advanced Manufacturing
Exploring: Tourism & Outdoor Recreation
Exploring: Food & Agriculture
Exploring: Energy & Natural Resources (mining)

12 Emerging: Health & Wellness

14 Exploring: Advanced Manufacturing
Exploring: Energy & Natural Resources
Exploring: Tourism & Outdoor Recreation

3 Active: Health & Wellness
Emerging: Technology & Information
Emerging: Advanced Manufacturing

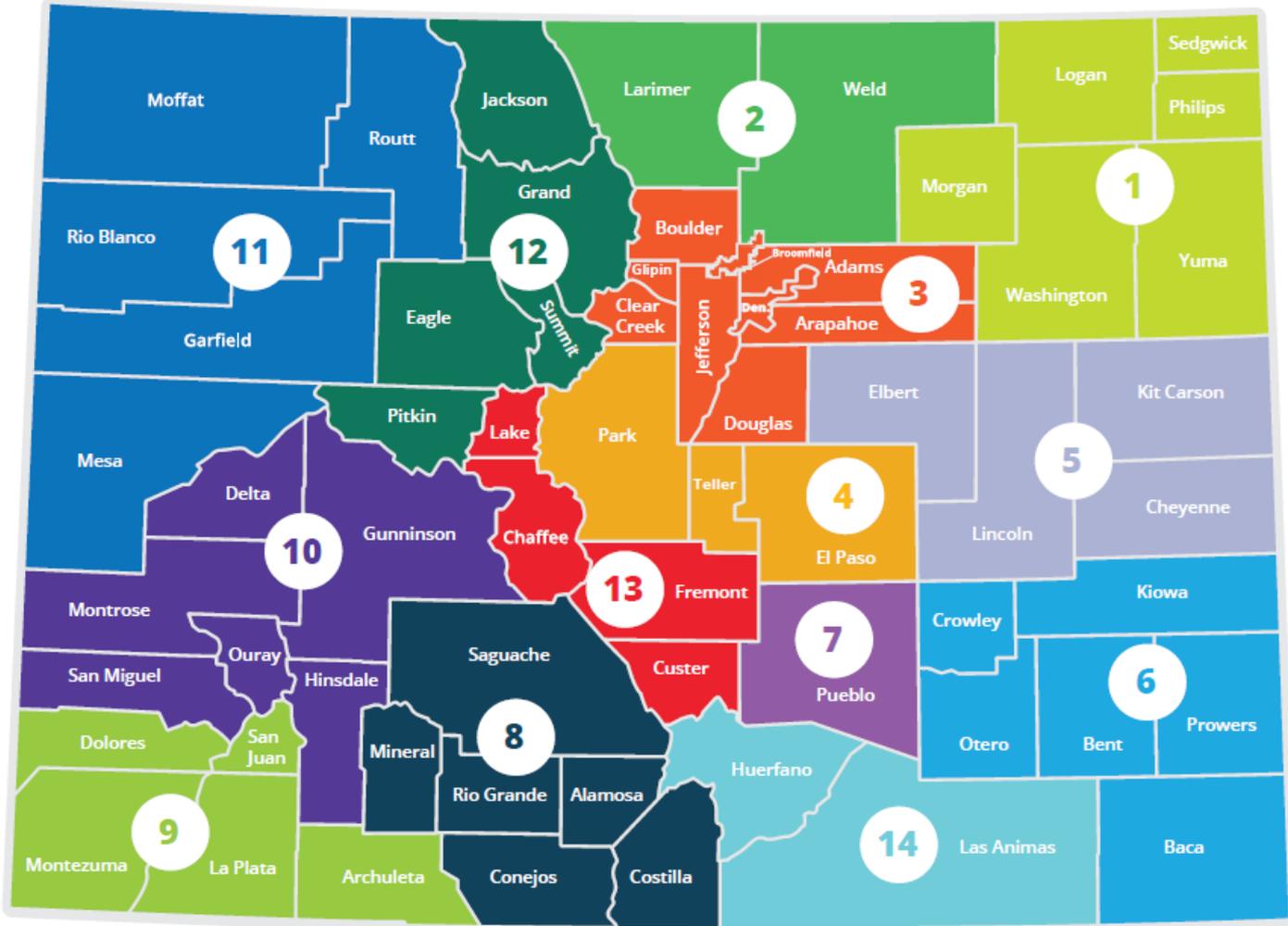
4 Emerging: Advanced Manufacturing
Exploring: Hospitality

5 Emerging: Health & Wellness
Exploring: Energy & Natural Resources
Exploring: Transportation & Logistics

6 Active: Advanced Manufacturing
Emerging: Health & Wellness
Exploring: Creative Industries

7 Active: Advanced Manufacturing
Emerging: Health & Wellness

8 Emerging: Health & Wellness
Exploring: Food & Agriculture



Sector Partnerships: **Carrying the Momentum Forward**

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**



Sector Partnerships: Carrying the Momentum Forward

Opportunities and Support

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

www.sectorssummit.com

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Sector Partnerships: Carrying the Momentum Forward

Building the Buzz

What are your circles of influence?

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



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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

