Sector Partnerships

• Why
• Mechanics of organizing – lining up the ducks.
• How do you talk about Sector Partnerships to the your partners
Why Sector Partnerships = Job seekers cannot risk spending time and resources on training and education programs that do not lead to a good job.

- Helps us know in real time what industry needs.

- Provide a means to engage directly with industry that is meaningful for all partners

- Helps us align programs and resources serving employers and workers. Provides a table where all partners can organize their work to help benefit the skill needs of industry and target talent development.
By 2020, nearly two out of every three U.S. jobs will require some postsecondary education and training.
When employers find effective ways to work together with the public education and training systems they can improve productivity.

**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
When you think Sectors – think Clusters

**Industry Cluster**

- **Large/Anchor Firms**
- **Support Sectors**
- **Medium Firms**
- **Small Businesses**
- **Start-ups**

**Innovation and Technology**
- Includes education and training systems graduating jobseekers with skills for entry-level, mid-level, and advanced-level occupations.

**Labor**
- Includes transportation, utilities, broadband, etc.

**Markets and Buyers**
- Includes access to university and federal lab research and development.

**Supply Chains**
- An industry cluster consists of large and small firms in a single industry. Firms in industry clusters benefit from synergies of association related to shared labor, sources of innovation, suppliers, markets, technology, and infrastructure.
**New Realities: Changing Skill Demands**

**EDUCATION, WORKFORCE & ECONOMIC DEVELOPMENT**

High-Skill Occupations

Workers with analytical ability, problem solving, and creativity.

Traditional Middle-Skill Occupations

Workers who perform routine tasks that are procedural and repetitive

Low-Skill Occupations

Workers with no formal education beyond high school.

*Source: Kansas City Federal Reserve Bank, Didem Tüzemen and Jonathan Willis, (2013). “The Vanishing Middle: Job Polarization and Workers’ Response to the Decline in Middle-Skill Jobs,”*
There is a role for everyone to support a robust work and learn - skill development system.
You need all partners to make it this work!