

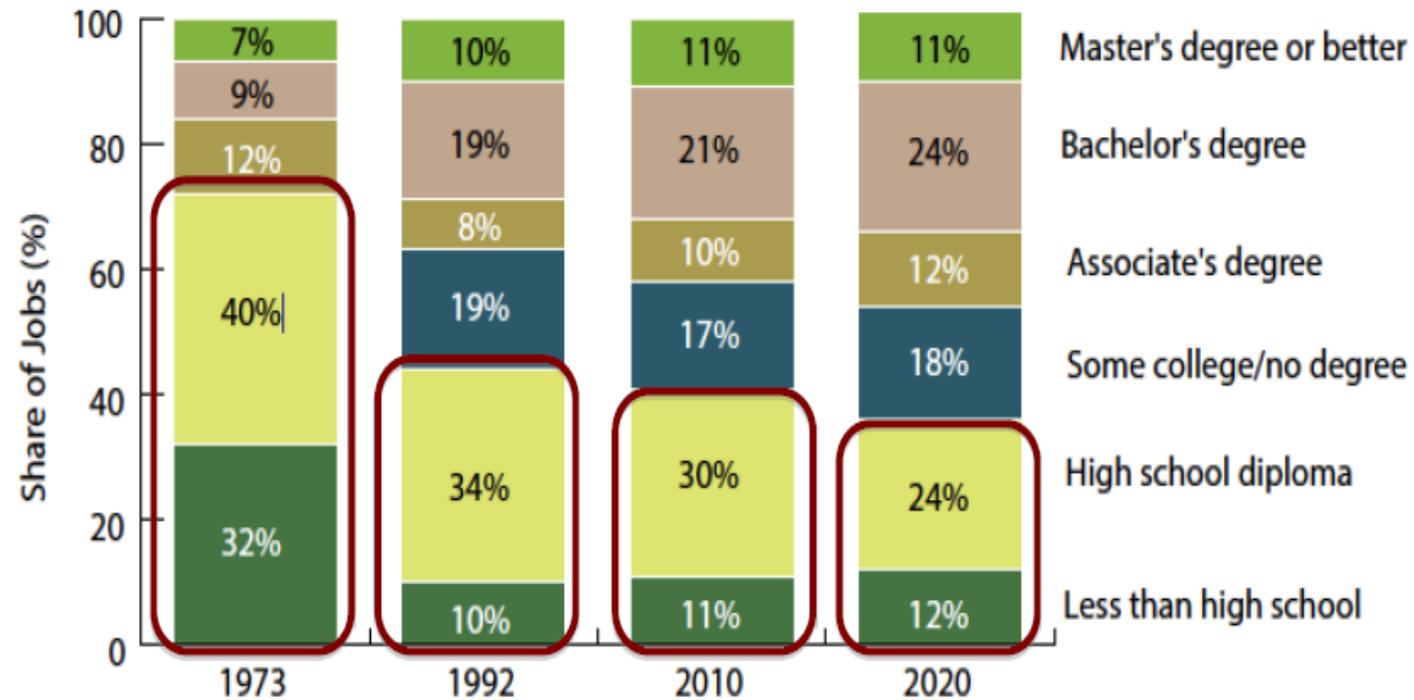
Sector Partnerships

- 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.

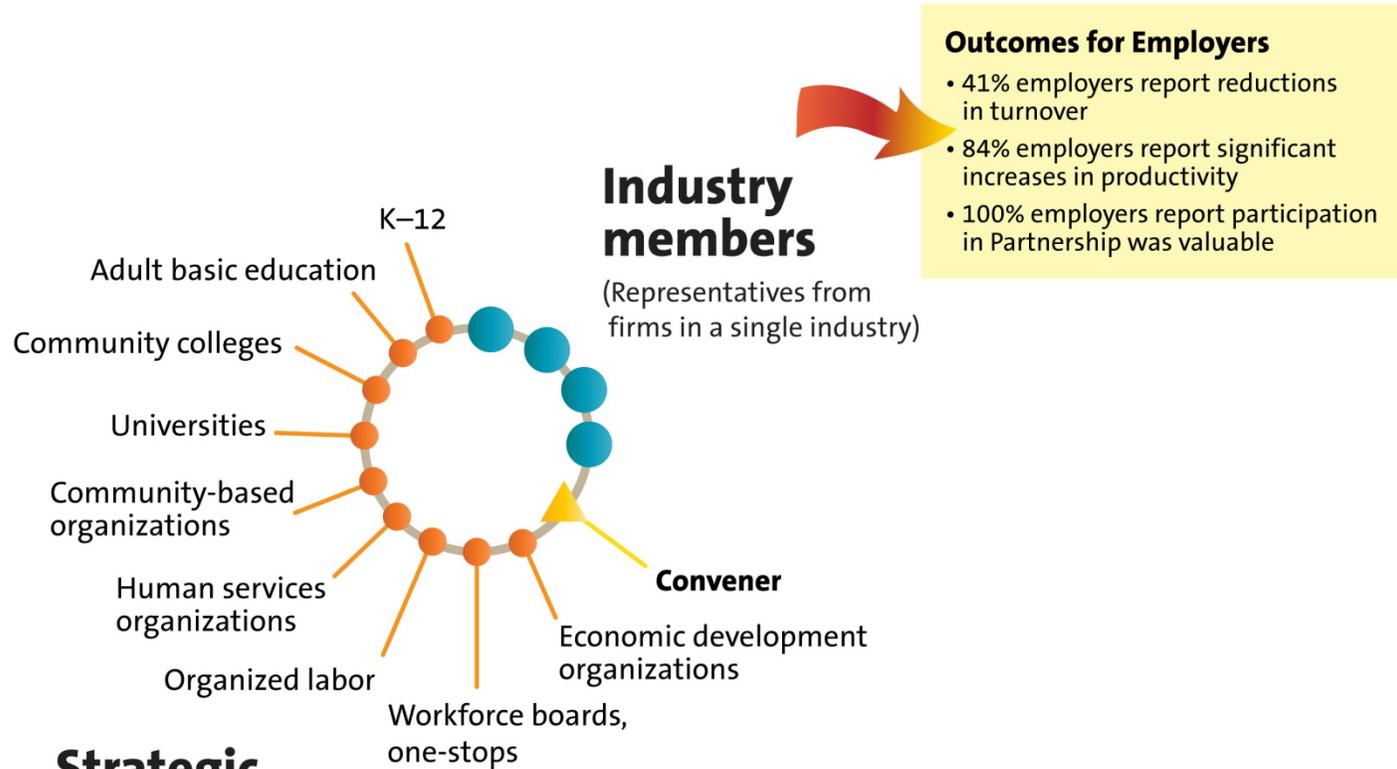
- **Helps us know in real time what industry needs.**
- **Provide a means to engage directly with industry that is meaningful for all partners**
- **Helps us align programs and resources serving employers and workers. Provides a table where all partners can organize their work to help benefit the skill 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.



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

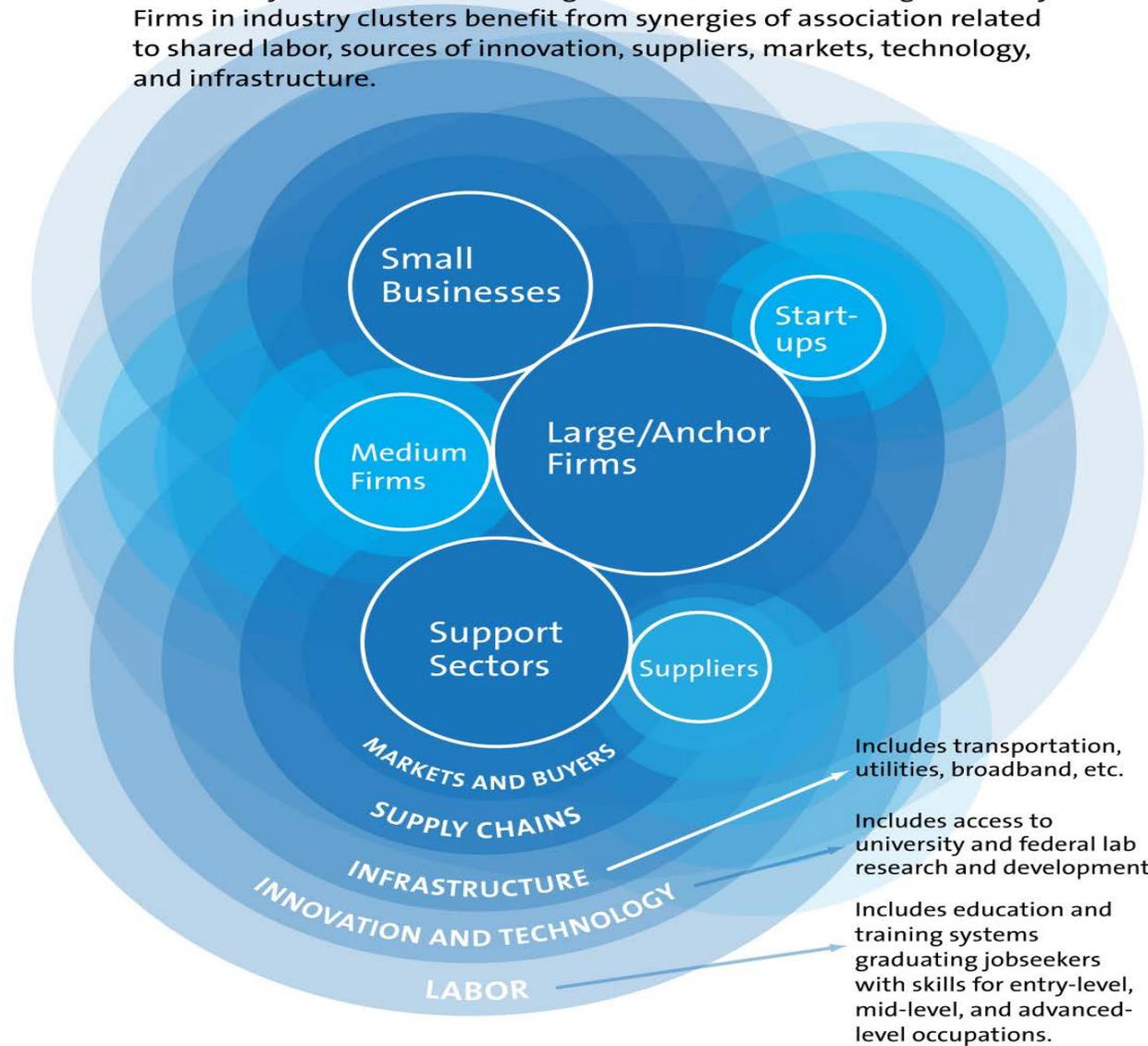
- 48% worker participants exited poverty
- 18% higher earnings
- more likely to work and in jobs with benefits

When employers find effective ways to work together with the public education and training systems they can improve productivity

When you think Sectors – think Clusters

Industry Cluster

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.

Automation

~~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.

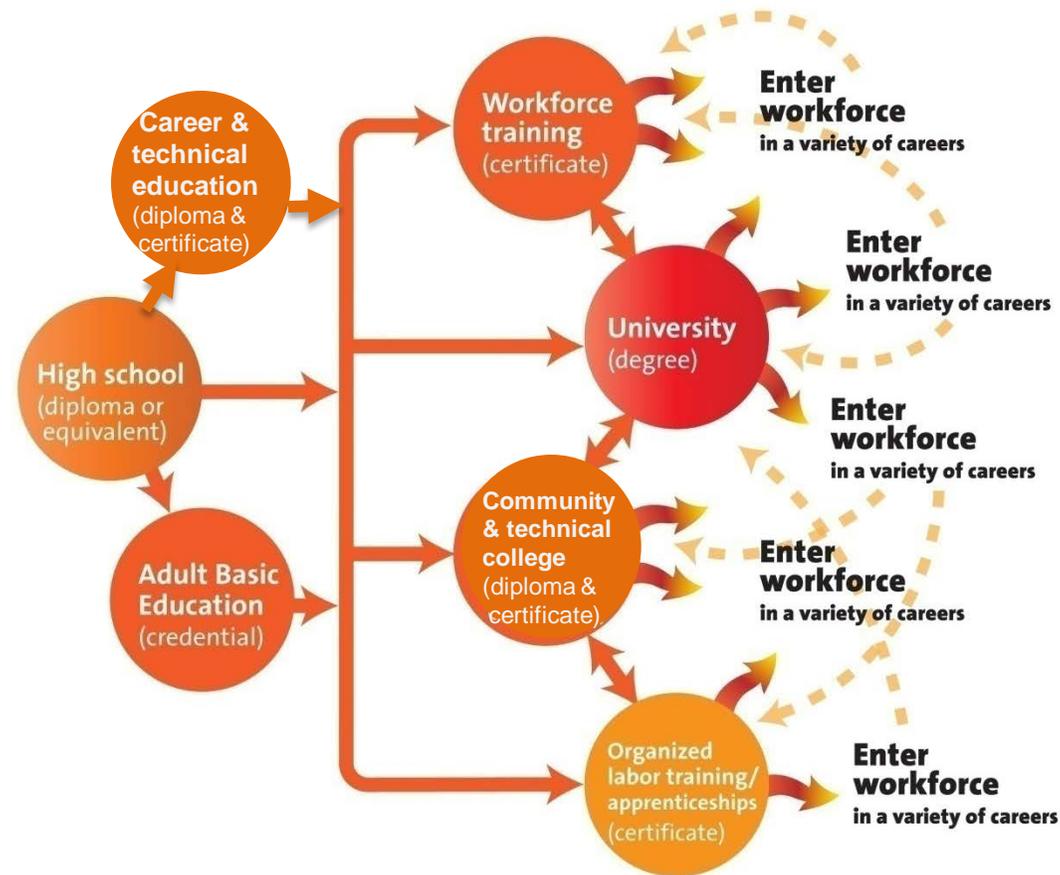
Source: Kansas City Federal Reserve Bank, Didem Tüzemen and Jonathan Willis, (2013).
"The Vanishing Middle: Job Polarization and Workers' Response to the Decline in Middle-Skill Jobs,"

A Better State System

EDUCATION, WORKFORCE & ECONOMIC DEVELOPMENT



There is a role for everyone to support a robust work and learn - skill development system



After being in the workforce, a person may choose to go back for more credentials to make an upward or lateral career move.

Sector Partnership

You need all partners to make it this work!

