ETA 2016 SECTOR STRATEGIES VIRTUAL INSTITUTE

Opening Plenary

May 16, 2016
Polling Question

How’s your sector work?

1. HOT!
2. Heating Up Nicely
3. In the process
4. COLD
WHERE ARE YOU?
Enter your location in the Chat window – lower left of screen.
Welcome to the 2016 ETA Sector Strategies Virtual Institute!

This week we’ll tackle the sticky issues:

- Transforming successful local sector partnerships into **regional models**: new partners, new challenges
- Moving beyond engaging business: to **business as a lead**
- Designing career pathways - and apprenticeships – at an **industry-level scale**
- Sectors as foundation for **systems change**
- **Operationalizing** sectors: what does a sectors focus mean at service delivery level?
1. Welcome/Virtual Institute Overview
2. Practitioner Video Panel: Sectors in the Real World
3. Getting the Most from the Institute
Virtual Institute Overview

- Weeklong series of discussions and workshops
- Spotlights leading sector experts and up-and-comers
- Designed to deepen sectors learning and facilitate peer exchanges
Presenters

- Virginia Hamilton
  Regional Administrator
  Region 6, Employment and Training Administration
Sector Partnerships: Defining Terms

- Places business at the center
- Work with industry as partners, no longer just the end customer
- Aligned community partners
- Workforce system as central player, often as convener
- Regionally-focused
WHAT THIS LOOKS LIKE FROM A SYSTEMS PERSPECTIVE

Talent needs, credential requirements

Industry Sector Partnerships

Labor Supply

Job-relevant training, career pathways

Education and training partners
Through a sectors approach, we change how we deliver services:

- **Strategic, customized solutions** (vs. transactional program-based one-offs)
- **Coordinated** and regional **business services**
- **Wider array of services** (hiring, training, advancement...)

- Employment, training **services tied to regional high-growth industries**
- **Focus: long-term career development along pathways** (vs. job placement as service end point)
- **Greater access** to employment for all pops (deeper relationships with employers = more opportunities)
Polling Question

Have you structurally altered staff roles and service delivery processes (counseling, business services, college programs, etc.) to align with targeted sectors?

1. Yes
2. No
3. Don’t know
4. Our plan doesn’t include targeted sectors
Sectors in the Real World: Moderator

ERIC SELEZNOW
DEPUTY ASSISTANT SECRETARY
U.S. DEPARTMENT OF LABOR, EMPLOYMENT AND TRAINING ADMINISTRATION
MEET OUR PANELISTS

- **Stephanie Veck**
  Director
  Colorado Workforce Development Council

- **Joe Barela**
  Arapahoe/Douglas (CO) Regional Workforce Director
Meet Our Panelists

Beth Brinly
Vice President of Workforce Innovation
Maher & Maher

Mike Temple
Director
Gulf Coast Workforce Board (TX)
PANEL: SECTORS IN THE REAL WORLD
Polling Question

Have you participated in any of these Sector Strategies Technical Assistance events that have taken place over the past year, or are you aware of someone else from your organization participating? (check all that apply)

1. Convenings in Atlanta, San Francisco, and/or Boston
2. Sector Strategies Webinars
3. Peer Learning Group Calls
4. More than one of the above
5. None of the above
To enhance the capacity of ETA grantees to implement high-performing sector strategies

More than **5,000** workforce professionals participated in project TA events

**18** state and regional Capacity Building sites

**2500+** in monthly National Peer Learning Group calls

**3 Regional Convenings** from all 6 ETA Regions

Sectors Skill-Building Tool Series

(Coming Soon!)
**Getting the Most from the Institute**

- **Data-Informed Decision Making**: Is your organization using rigorous data to make decisions about target industries and training investments?
- **Industry Engagement**: How broad and deep is the involvement of targeted industry sector employers in designing and delivering programs and services?
- **Sector-Based Service Delivery**: How well are you and your partners facilitating the delivery of workforce solutions that are responsive to the needs of workers and targeted industry sector(s)?
- **Sustainability & Continuous Improvement**: How well is your organization able to measure sector strategy outcomes? Are you positioned to financially sustain sector work over time?
- **Organizational Capacity & Alignment**: Does your organization have the personnel, policies, vision, and resources in place to continually support sector strategy outcomes?
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<tr>
<th>Time</th>
<th>Monday May 16, 2016</th>
<th>Tuesday May 17, 2016</th>
<th>Wednesday May 18, 2016</th>
<th>Thursday May 19, 2016</th>
<th>Friday May 20, 2016</th>
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<tbody>
<tr>
<td>11:00am</td>
<td>11am – 1pm EST</td>
<td>Opening Plenary</td>
<td>11am – 12pm EST Unicorns, Leprechauns, and Regional Partnerships... myths, legends, and beyond! (Industry Engagement 201)</td>
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<td>11am – 12pm EST Where the Rubber Hits the Road: How a Sector Strategy Plays Out at the Service Delivery Level</td>
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<td>12:00pm</td>
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<td>12pm – 1pm EST Work-Based Learning, Apprenticeship and Sector Partnerships, Oh My!</td>
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<td>1:00pm</td>
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<td>1pm – 2pm EST When Career Pathways and Sector Strategies Collide: The Road Gets Better</td>
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<td>1pm – 2pm EST Moving from Engaging Business to Developing Industry Champions (Industry Engagement 101)</td>
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<td>2:00pm</td>
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<td>2pm-3pm EST More than Just the Money: Sustaining Sector Strategies (Sustaining Sectors 101)</td>
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<td>2pm – 3pm EST State-Level 101: The State’s Crucial Role in Seeding and Supporting Sector Partnerships</td>
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<td>4:00pm</td>
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<td>4pm – 5pm EST Visualizing Data to Improve Workforce Development Collaboration</td>
<td>4pm – 5pm EST Sustaining Sector Approaches (201) : How Sector Strategies Become How We Do Business</td>
<td>4pm – 5pm EST State-Level 201: Diving Deep into State Level Policy to Guide, Support and Sustain Local Sector Partnerships</td>
<td>3pm – 5pm EST Closing Session</td>
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Visit: https://www.workforcegps.org/ and see “Recent Events”: “Sectors Virtual Institute”
Can’t attend all the sessions? Take the Sectors self assessments to determine where to focus your time

Local-Level Assessment: How well is my organization implementing sector partnerships?

State-Level Assessment: How well is my state helping local sector partnerships thrive?

Download on the screen below!
Is your organization demand-driven and sector-focused?

About This Tool

This self-assessment tool is designed to help local and regional workforce organizations (and current sector partnerships) determine how well they are implementing full-scale sector strategies today and where they should prioritize future enhancements.

The 20-question assessment is organized along five broad capability areas:

1 | Data-Informed Decision Making  
Is your organization/partnership using rigorous data to make decisions about target industries and education and training investments?

2 | Industry Engagement  
How broad and deep is the involvement of targeted industry sector employers in designing and delivering programs and services?

3 | Sector-Based Service Delivery  
How well are you and your partners facilitating the delivery of workforce solutions that are responsive to the needs of workers and the targeted industry sector(s)?

4 | Sustainability & Continuous Improvement  
How well is your organization able to measure sector strategy outcomes? Are you positioned to financially sustain sector work over time?

5 | Organizational Capacity and Alignment  
Does your organization have the personnel, policies, vision, and resources in place to continually support sector strategy outcomes?

For more information on full-scale sector strategies see ETA’s Sector Strategies Framework document.
**Is your organization/partnership using rigorous data to make decisions about target industries and education and training investments?**

1. Understanding of the region's most important industry sector(s) through the use of rigorous economic, industry, and labor market data collection and analysis.

- You use tools (e.g. location quotient analysis, traditional and real-time LMI), to regularly quantify your region's most competitive and emerging industries.
- You have agreement across partners (e.g. economic development entities) about target industry sectors.
- You use LMI and target industry data that focuses on your actual regional economy (e.g. where labor and goods flow) rather than on only a WIB's service delivery area or a county border.
- You have a formal process for an ongoing review and adjustments to target industry sectors.

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<tbody>
<tr>
<td>1 = Not at all</td>
<td>2 = Making progress but a long way to go</td>
<td>3 = More of this, sometimes</td>
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**Action Items:**

Take ETA Sectors Self-Assessment at [https://businessengagement.workforcegps.org/](https://businessengagement.workforcegps.org/)
Please Enter your Questions in the Chat Room!
Thank You