

UNICORNS, LEPRECHAUNS, AND REGIONAL PARTNERSHIPS...MYTHS, LEGENDS, AND BEYOND!

Industry Engagement 201

May 18, 2016



EMPLOYMENT AND TRAINING ADMINISTRATION
UNITED STATES DEPARTMENT OF LABOR



**Innovation &
Opportunity
Network**
Implementing WIOA

OBJECTIVES

- ✓ Focus on key elements that have helped to develop successful sectors partnerships.
- ✓ Discuss the real world of industry engagement. The Do's, Don'ts, and anything in between.
- ✓ Uncover some common themes across urban and rural partnerships



MEET OUR PRESENTER

■ **CHRISTY MONTGOMERY**

Senior Analyst

Maher & Maher



MEET OUR PRESENTERS

■ JAN McKEEL

Executive Director

South Central Tennessee
Workforce Alliance
(Local Workforce Board)

■ KEITH LAWING

President/CEO

Workforce Centers of South
Central Kansas



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SECTOR  STRATEGIES

POLL QUESTION

- How Would you Characterize Your Level of Current Sectors Industry Partnerships?
 - ▣ We've got this down!
 - ▣ We're fairly advanced, but still looking to learn
 - ▣ We've gotten started but interested in taking to the next level
 - ▣ We're just getting started



WHAT MAKES A SUCCESSFUL INDUSTRY PARTNERSHIP?

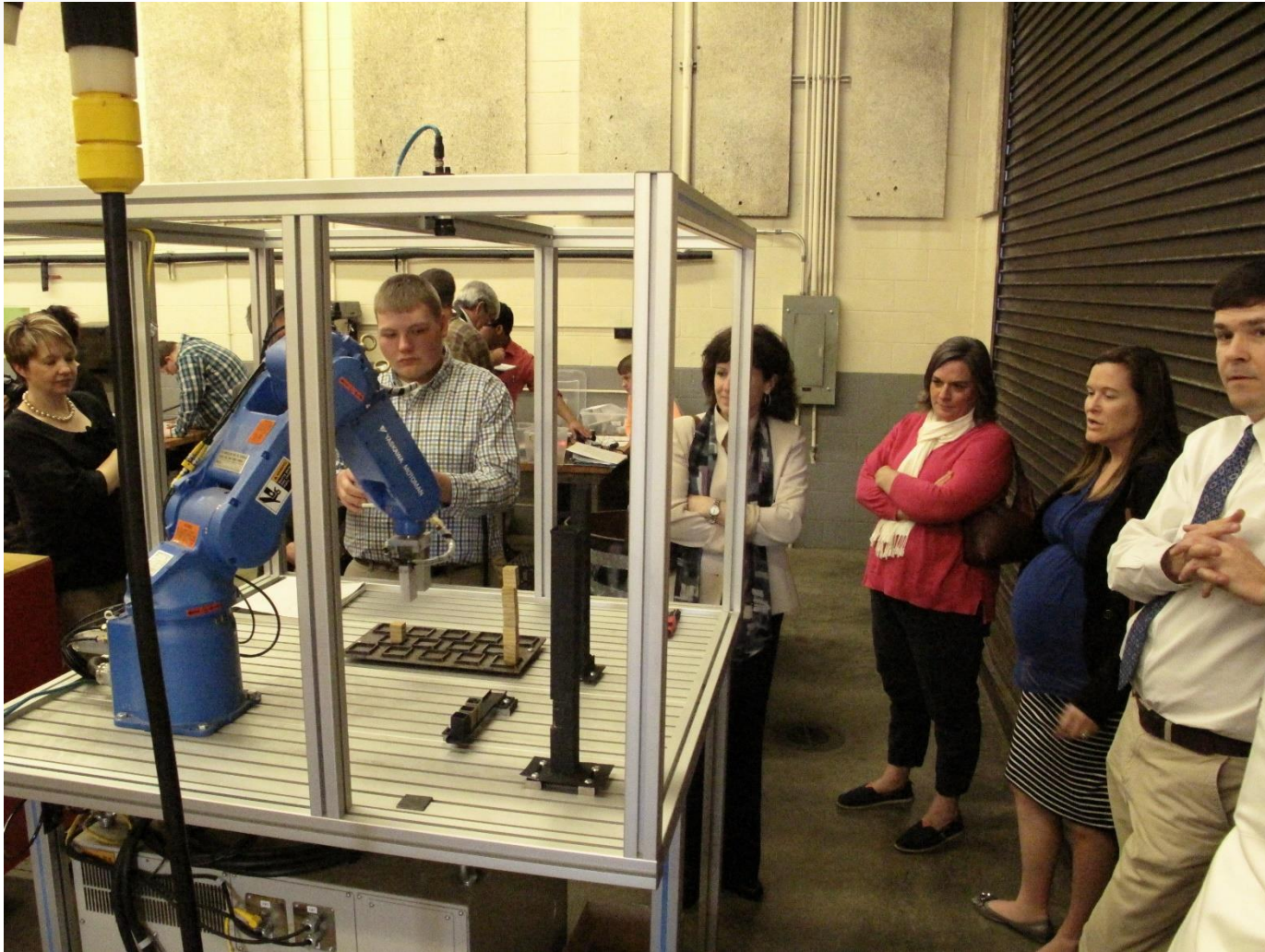


Unicorns, Leprechauns.... Or something else?









HOW DID YOU GET INDUSTRY TO THE TABLE? WHAT WAS IN IT FOR THEM?



Phone a Friend? Poll the Audience? Or did you take a stab at multiple choice...?







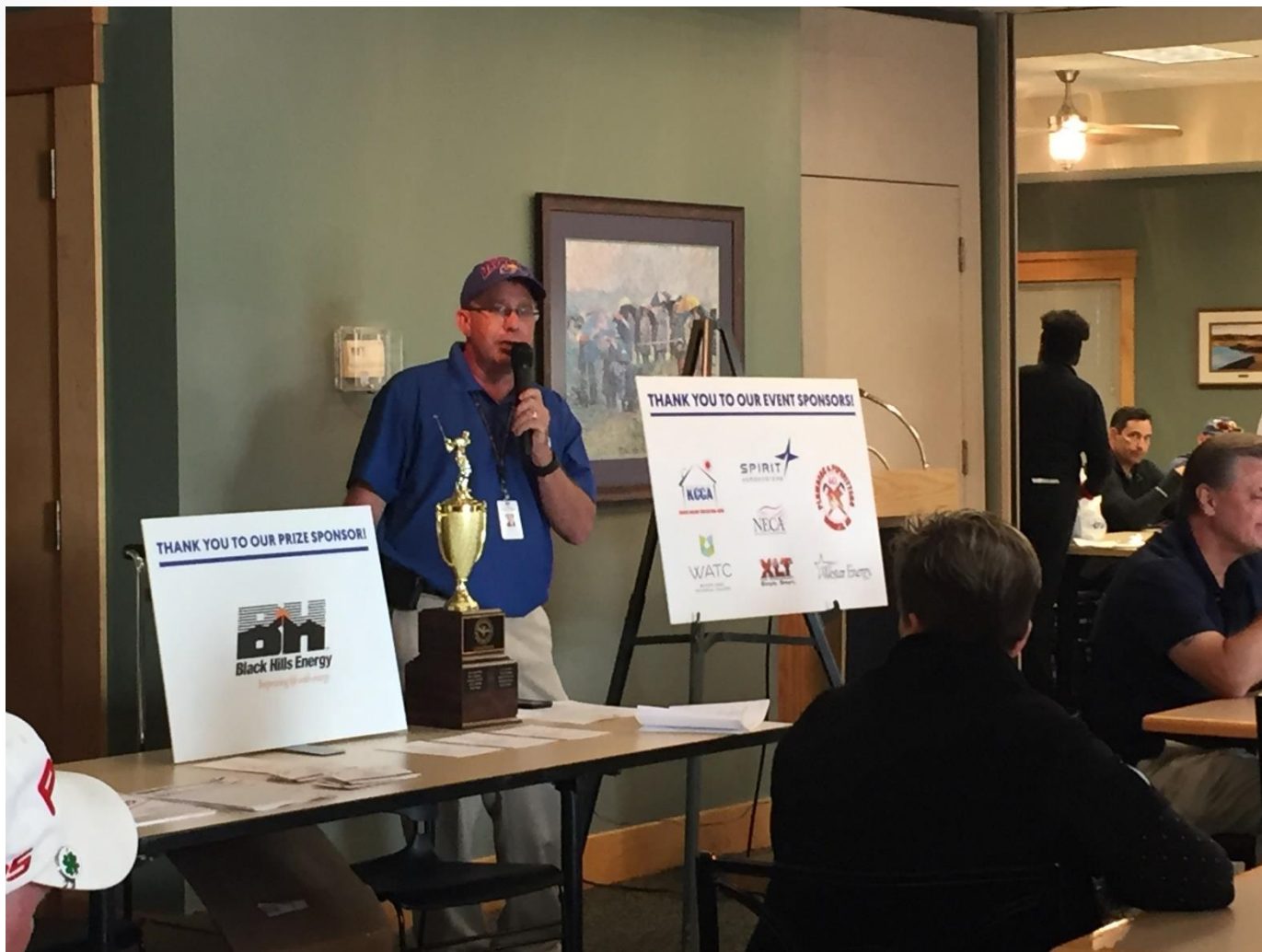
WHAT DOES IT LOOK LIKE WHEN INDUSTRY IS TRULY INVOLVED AND LEADING?



Meeting rooms full? Golf Tournaments? Legends are created...?

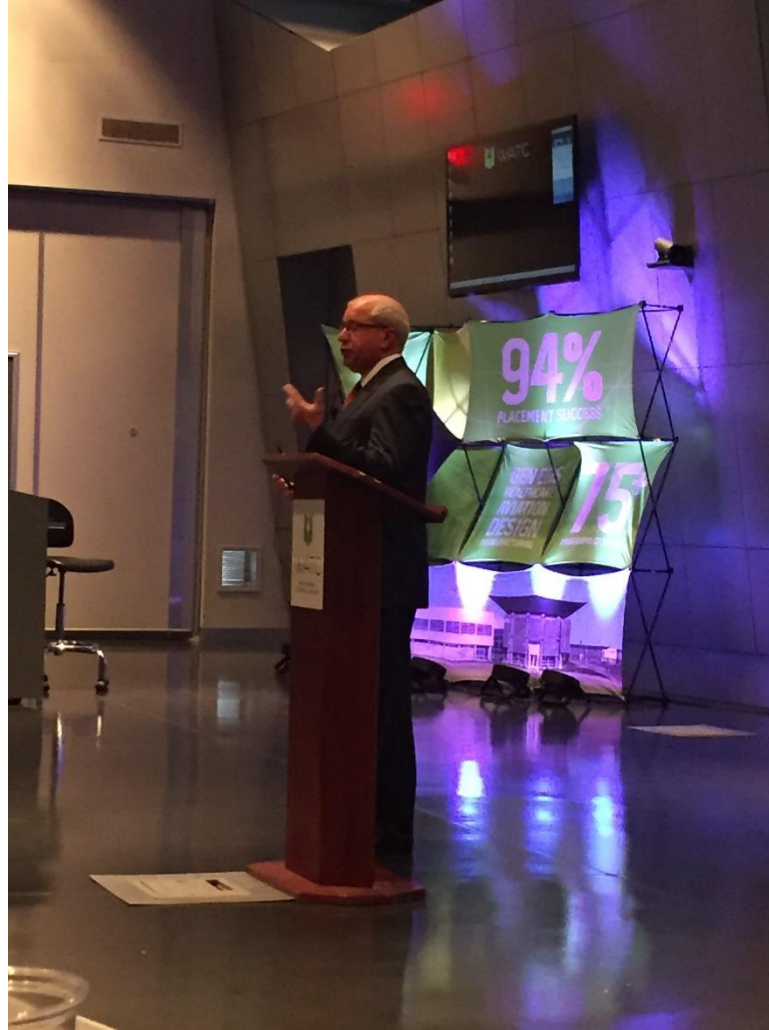






ADVICE TO TAKE SECTOR PARTNERSHIPS TO THE NEXT LEVEL?







Breakout Rooms

- **What myths have you faced? And how did you overcome them?**
- **What were key resistance factors (personalities, funding...) you've experienced along the way?**
- **How have you been able to operationalize across partners?**



BREAKOUT FACILITATORS

■ Breakout 1 Facilitator

- ▣ Christy Montgomery, Senior Analyst, Maher & Maher

■ Breakout 2 Facilitator

- ▣ Carrie Yeats, Director, State & Regional Workforce Solutions, Maher & Maher



POLL QUESTION

- After the panel discussion and breakouts, what areas are you most interested in hearing more about?
 - ▣ Approaching businesses to make the initial ask
 - ▣ How to find industry champions (when they aren't all wearing knights armor on horseback)
 - ▣ Where panelist most successful ideas came from
 - ▣ Sustaining Momentum throughout the industry partnerships





TELLING YOUR STORY



QUESTION & ANSWER SESSION



Thank

You

