

INDUSTRY SPECIFIC APPROACHES

Core Session 2

September 27, 2016



EMPLOYMENT AND TRAINING ADMINISTRATION
UNITED STATES DEPARTMENT OF LABOR

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POLL QUESTION



What type of industry sector partnership are you involved in?

- ☐ Manufacturing
- ☐ Health Care
- ☐ Construction/Building Trades
- ☐ Energy/Utilities
- ☐ Transportation/Logistics
- ☐ IT
- ☐ Agriculture
- ☐ Other _____
- ☐ None yet



MEET OUR FACILITATORS



■ **BETH BRINLY**

*Vice President of Workforce
Innovation*

Maher & Maher

■ **TODD COHEN**

Director of Strategic Initiatives

Maher & Maher



TODAY'S TAKEAWAYS



- ✓ Industries—their needs, behaviors, motivations—vary greatly. Thus our approach should vary.
- ✓ What are the big differences between industries within sector partnerships? Similarities?
- ✓ Practical, evidenced-based ways we can work within/across industries to extract needs and solve their workforce problems



SETTING THE CONTEXT



- ✓ With industry sector partnership work, there is no cookie-cutter approach
- ✓ Which industry companies are comfortable working together? Which are not? Who—HR rep, CEO, mid-management—do we want there? Data?



Transportation &
Logistics



Information
Technology



Health Care



Manufacturing





PANELISTS



ANDREW BERCICH

*Business Talent Channel
Lead*

Comcast Cable
Communication

MIKE TEMPLE

Director

Gulf Coast Workforce
Board (Texas)

SCOTT SHEELY

*Special Assistant for Workforce
Development*

Pennsylvania Department of
Agriculture





VIDEO PANEL HERE





FACILITATOR SUMMARY



What have we heard from our panelists, and where do we go from here?





BLUEPRINT FOR TALENT DEVELOPMENT

- Wednesday September 28th
11:00 am – 12:00 pm EST
- Facilitators – Virginia Hamilton, USDOL ETA, and Tom Hooper, Jobs for the Future
- Panelist – Peta-Gaye Porter, Regional Employment Board of Hampden County, Inc.



CLOSING SESSION: THE FUTURE OF BUSINESS ENGAGEMENT IN SECTORS



Wednesday, September 28th, 3:00 – 4:00 pm EST

Seats still available, register here -

https://www.workforcegps.org/events/2016/08/04/14/12/Closing_Session_The_Future_of_Business_Engagement_and_Sectors

- Eric Spiegel, Chief Executive Officer, Siemens USA, featured speaker
- Byron Zuidema, Deputy Assistant Secretary of Employment and Training Administration, USDOL, facilitator
- Martin Simon, National Governor's Association, and Ron Painter, National Association of Workforce Boards, commentators





FOR MORE INFORMATION ON SECTOR STRATEGIES



[USDOL ETA Business Engagement Collaborative Sectors Resources](https://businessengagement.workforcegps.org/)
<https://businessengagement.workforcegps.org/>





Thank You

