

ETA 2016 SECTOR STRATEGIES VIRTUAL INSTITUTE

Opening Plenary

May 16, 2016



EMPLOYMENT AND TRAINING ADMINISTRATION
UNITED STATES DEPARTMENT OF LABOR



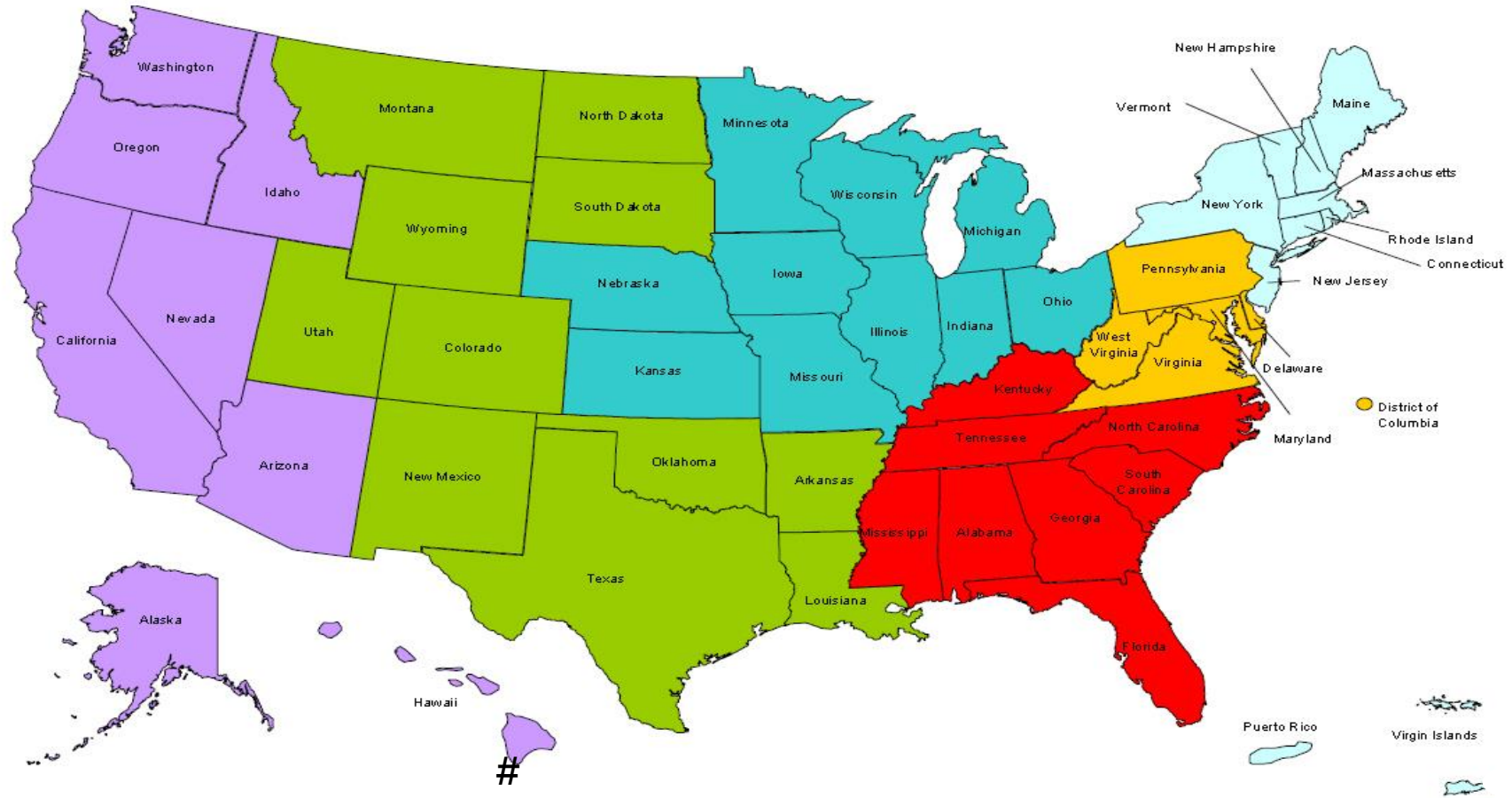
POLLING QUESTION

How's your sector work ?

1. HOT!
2. Heating Up Nicely
3. In the process
4. COLD



WHERE ARE YOU?



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?



WELCOME & TODAY'S AGENDA



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

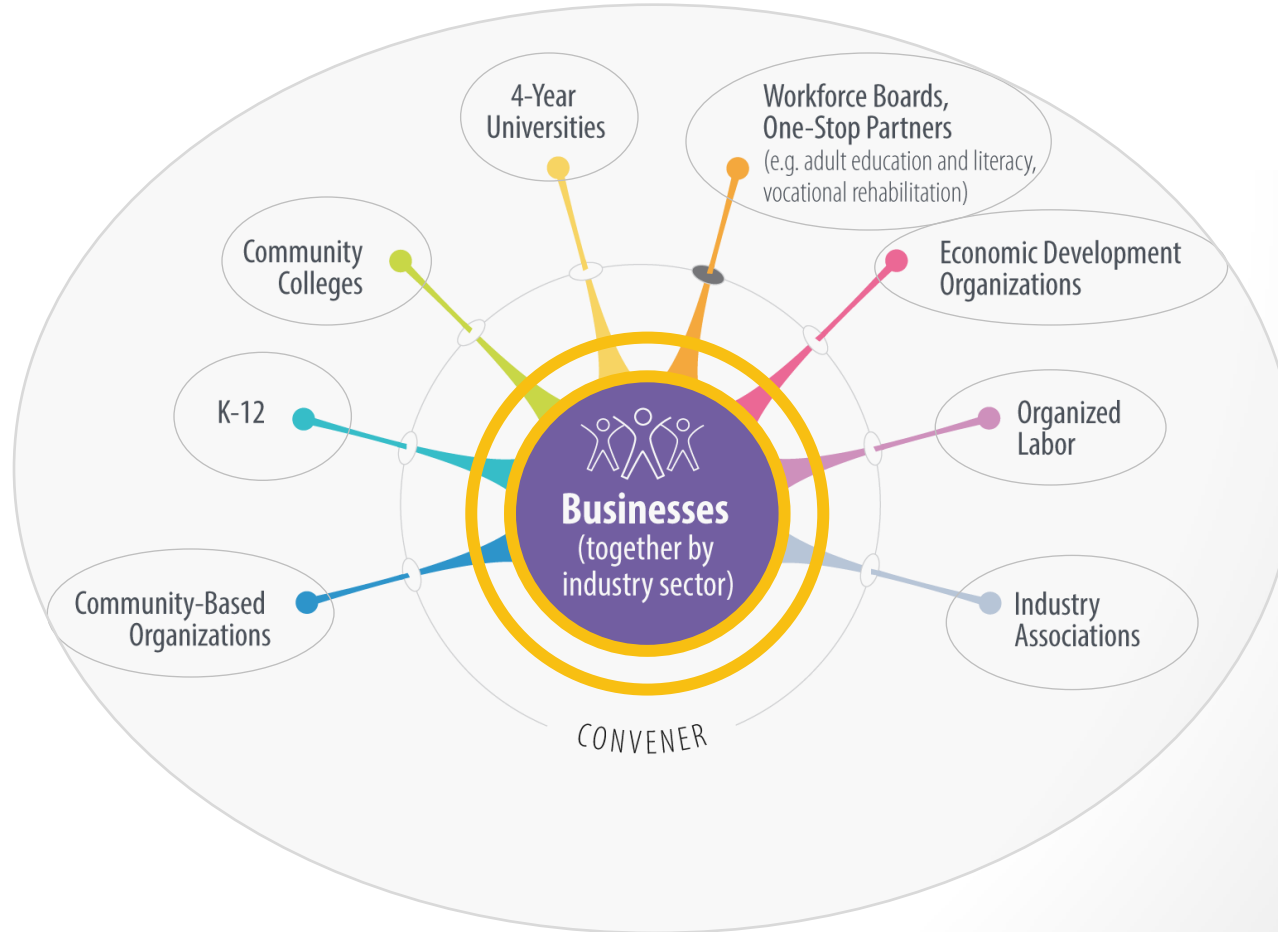


■ Virginia Hamilton
Regional Administrator
Region 6, Employment and Training
Administration



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



SECTOR STRATEGIES: MORE THAN AN INDUSTRY COLLABORATIVE. IT'S HOW WE CONDUCT BUSINESS

Through a sectors approach, we change how we deliver services:



Support to business

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



Support to Jobseekers

- 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



ETA SECTOR STRATEGIES TA INITIATIVE 2014-16

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

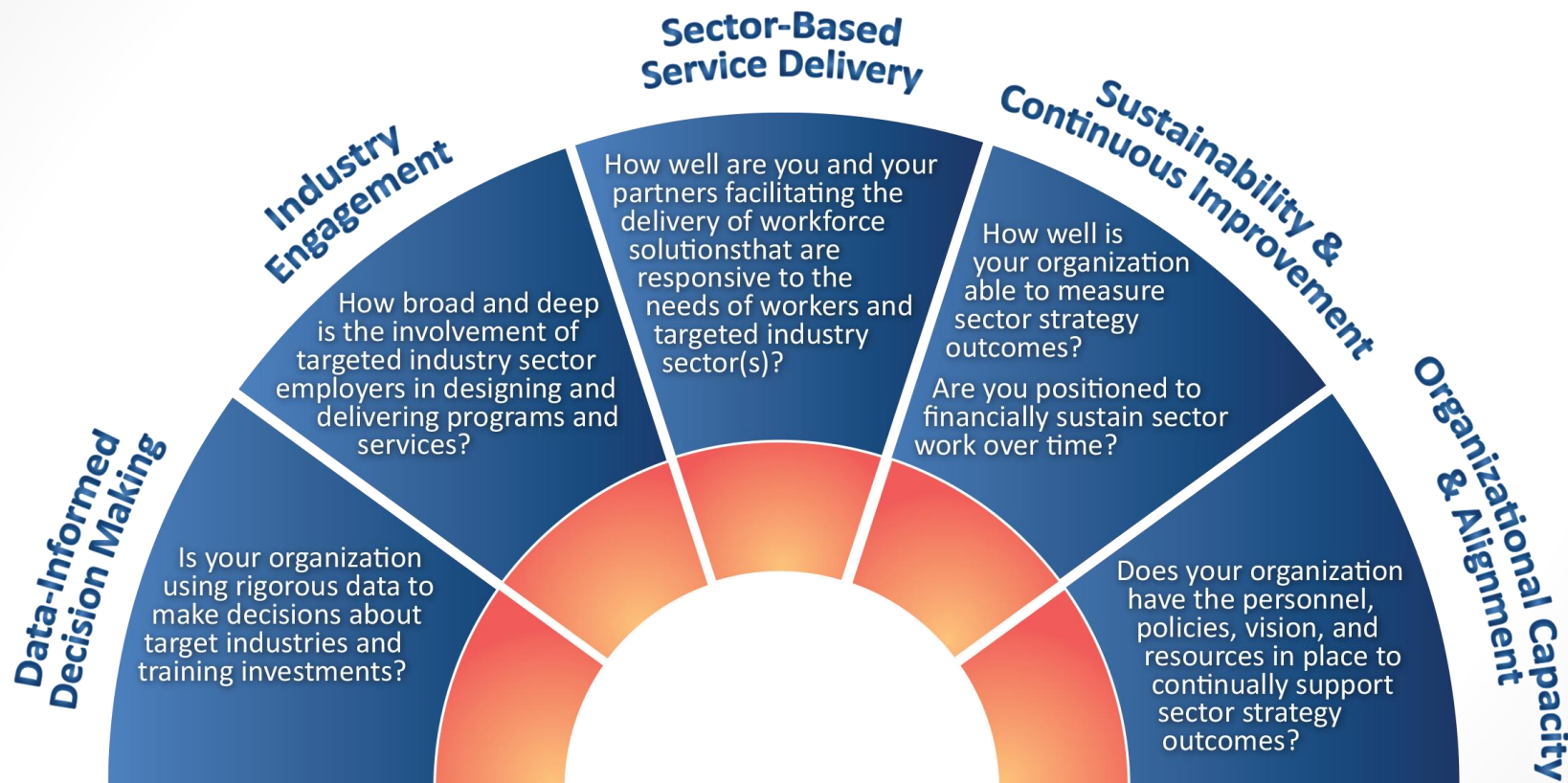
2500+ in monthly National Peer Learning Group calls

3 Regional Convenings from all 6 ETA Regions

Sectors Skill-Building Tool Series
(Coming Soon!)



GETTING THE MOST FROM THE INSTITUTE



FULL WEEK SCHEDULE AT A GLANCE

(EST)	Monday May 16, 2016	Tuesday May 17, 2016	Wednesday May 18, 2016	Thursday May 19, 2016	Friday May 20, 2016
11:00am	11am – 1pm EST Opening Plenary		11am – 12pm EST Unicorns, Leprechauns, and Regional Partnerships... myths, legends, and beyond! (Industry Engagement 201)		11am – 12pm EST Where the Rubber Hits the Road: How a Sector Strategy Plays Out at the Service Delivery Level
12:00pm				12pm – 1pm EST Work-Based Learning, Apprenticeship and Sector Partnerships, Oh My!	
1:00pm			1pm – 2pm EST When Career Pathways and Sector Strategies Collide: The Road Gets Better		1pm – 2pm EST Moving from Engaging Business to Developing Industry Champions (Industry Engagement 101)
2:00pm		2pm-3pm EST More than Just the Money: Sustaining Sector Strategies (Sustaining Sectors 101)		2pm – 3pm EST State-Level 101: The State's Crucial Role in Seeding and Supporting Sector Partnerships	
3:00pm					3pm – 5pm EST Closing Session
4:00pm	4pm – 5pm EST Visualizing Data to Improve Workforce Development Collaboration	4pm – 5pm EST Sustaining Sector Approaches (201) : How Sector Strategies Become How We Do Business		4pm – 5pm EST State-Level 201: Diving Deep into State Level Policy to Guide, Support and Sustain Local Sector Partnerships	



TO REGISTER (SPACE IS AVAILABLE BUT LIMITED!)

Visit: <https://www.workforcegps.org/> and see
“Recent Events”: “Sectors Virtual Institute”



GET PREPARED

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!



ETA SECTORS SELF-ASSESSMENT

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.



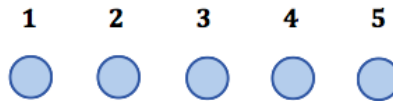
DATA-INFORMED DECISION MAKING

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 focus 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.



Action Items:

Take ETA Sectors Self-Assessment at
<https://businessengagement.workforcegps.org/>

1 = Not at all | 2 = Making progress but a long way to go | 3 = Have some of this, sometimes



QUESTION & ANSWER SESSION

Please Enter your Questions in the Chat Room!



Thank

You

