

OPENING SESSION

Model Industry Sector Meeting
with Business Leaders

September 26, 2016



EMPLOYMENT AND TRAINING ADMINISTRATION
UNITED STATES DEPARTMENT OF LABOR

WorkforceGPS 
Navigate to Success

MEET OUR PRESENTER



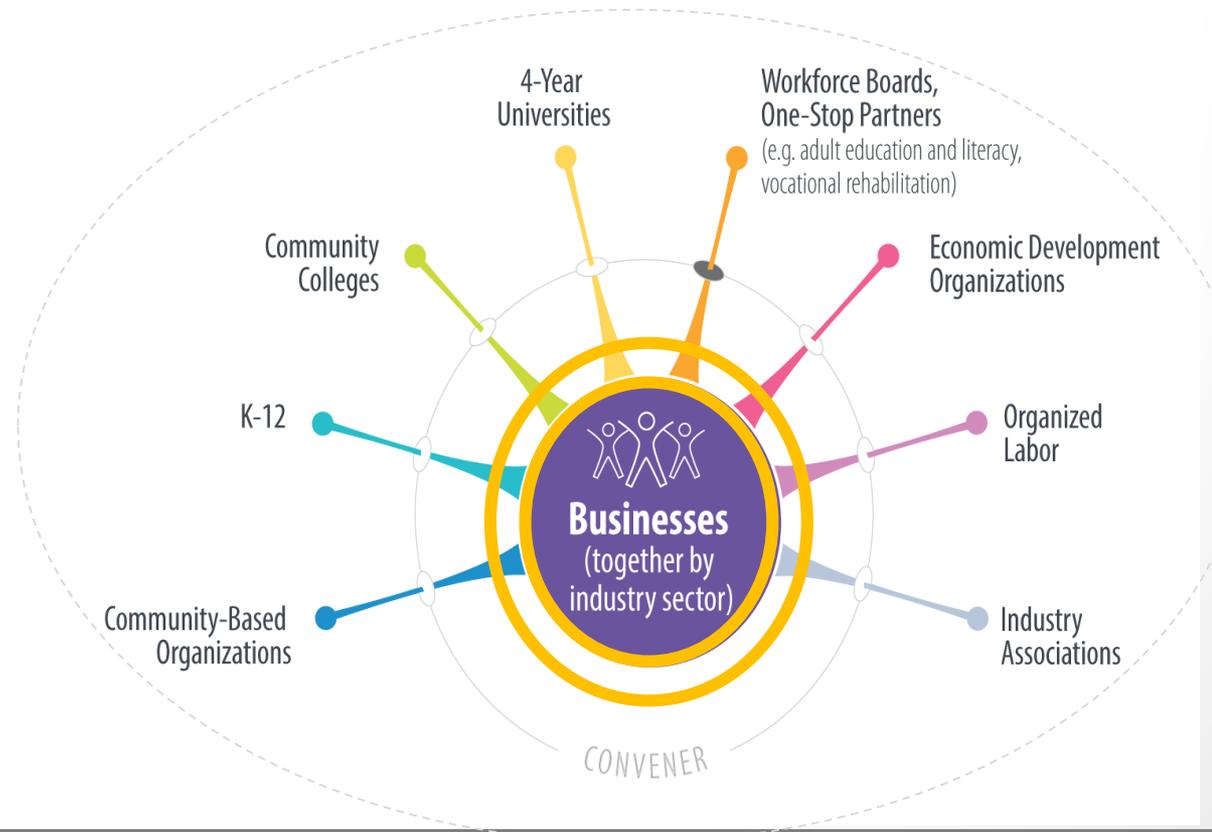
■ DIANE WALTON

USDOL Employment and Training Administration, Region 6, San Francisco, CA





Welcome to the Sector Strategies Virtual Business Engagement Academy!



GETTING THE MOST OUT OF THE ACADEMY



Opening Session: Model Industry Sector Meeting with Business Leaders



Core Session 1: Planning the Talent Pipeline Response with Partners *[Tuesday, 11am et]*



Core Session 2: Industry Specific Approaches *[Tuesday, 3pm et]*



Core Session 3: Blueprint for Talent Development *[Wednesday, 11am et]*



Closing: The Future of Business Engagement and Sectors *[Wednesday, 3pm et]*



LEARNING OBJECTIVES FOR THE BUSINESS ENGAGEMENT ACADEMY



Deep dive practicum into leading a industry sector partnership:

- Understand how to facilitate meaningful sector-related conversations with business
- Understand the role of a partnership's intermediary—from convening to validating data and developing workforce solutions
- Connect local and regional partnerships to state-wide sector strategy





How involved have you been in facilitating employer meetings for an industry sector?

- I have not yet had the opportunity
- I have helped prepare for employer meetings
- I have held led between 1 and 5 meetings with the same set of employers in a sector
- I have led 6 or more meetings with the same set of employers in a sector over multiple years





Welcome and Goals of Academy
Eric Seleznow, Deputy Assistant Secretary

Mock Industry Partnership Session

Session Summary

Close



MEET OUR PRESENTER



■ ERIC SELEZNOW

*Deputy Assistant Secretary of
the USDOL Employment and
Training Administration*



MEET OUR FACILITATORS



■ **JOE BARELA**

Division Manager

Arapahoe/Douglas Works!

■ **RICK MAHER**

President / CEO

Maher & Maher



OVERVIEW AND BEFORE THE MEETING



- The Mock Session we are beginning assumes:
 - ▣ You have already met with these employers 2-3 times previously
 - ▣ You have worked with your LMI team to obtain quantitative data on your industry sector, summarized qualitative data you learned from employers in previous conversations (see sample data deck we sent with your attendance confirmation)
 - ▣ We are here to validate and better understand the information we have from employers....



SAMPLE MEETING AGENDA



- ✓ Welcome and introduction
- ✓ Old business – recap on last meeting
- ✓ What does the Health Care industry look like today? (industry data deck sent prior to meeting)
- ✓ Industry needs discovery discussion
- ✓ Synthesize key learnings
- ✓ Next steps and next meeting
- ✓ Meeting adjourned





EMPLOYER PANELISTS

Employer Panelist

ROBERT "BOB" WISE

*Chief Executive Officer
Hunterdon Healthcare*

Employer Panelist

OSWALD "OZ" MANDEJAR

*Senior Vice President of
Mission and Advocacy,
Spaulding Rehabilitation
Network*

Employer Panelist

MARY JANE "MJ" RYAN

*Director of Workforce
Development, Partners
HealthCare*

Employer Panelist

JACKIE BEARD

*System Director, Talent
Acquisition and Workforce
Development, Norton
Healthcare*





AUDIENCE POLL

? As we go through this mock employer meeting, what additional questions do you suggest?

- Please enter your questions in the chat box.
- These will not be see publicly, these will just go to our presenters.



FACILITATOR SUMMARY



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





UPCOMING CORE SESSIONS – LIMITED PRE-REGISTRATION

PLANNING THE TALENT PIPELINE RESPONSE WITH PARTNERS – DEBRIEF

- Tuesday September 27th 11:00 am – 12:15 pm EST
- Facilitators - Dr. Gerry Ghazi, Vermont Hi-Tech and Diane Walton, USDOL ETA

INDUSTRY SPECIFIC APPROACHES

- Tuesday September 27th 3:00pm – 4:00 pm EST
- Facilitators – Beth Brinley and Todd Cohen, Maher & Maher
- Panelists - Mike Temple, Gulf Coast Workforce Board; Andrew Bercich, Comcast; Scott Sheely, Pennsylvania Department of Agriculture

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,
- Ron Painter, National Association of Workforce Boards





FOR MORE INFORMATION ON SECTOR STRATEGIES



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

<https://businessengagement.workforcegps.org/>





Thank



You

