

National Fund for Workforce Solutions
A Partnership of Communities, Employers,
Workers and Philanthropy

**Building Industry Partnerships
To Grow Jobs and the Economy**

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The Governor's Workforce Board Rhode Island
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 1

THE NATIONAL FUND FOR WORKFORCE SOLUTIONS

Economic and Workforce Development

- Greater Philadelphia First
- Greater Philadelphia Workforce Investment Network
- Pennsylvania Workforce Investment Board
- Deputy Secretary for Workforce Development
- Executive Director, National Fund for Workforce Solutions

 2

THE NATIONAL FUND FOR WORKFORCE SOLUTIONS

Pennsylvania's Industry Partnerships

- State funds --- competitive applications
- Initial focus --- incumbent worker training
- Priority One: employer leadership
- No training funds without employer-led partnership
- No training funds without participation in partnership
- 80 - 90 Industry partnerships
 - 80,000 workers trained --- mostly incumbent workers
 - Documented 6.8% wage gain in first year

 3

National Fund for Workforce Solutions

- 35 regional funder collaboratives
- Over 150 industry partnerships organized
- Working with 1,200 employers annually
- 65,000 individuals assisted over 7 years
- \$250 million from local funders
- CareerSTAT: Hospital focused initiative

Industry Partnership Lessons

- Organizing employers
- Employers ONLY
- Skeptical Employers
- Attention from Economic Development

Industry Partnership Lessons

- Employers have many similar challenges
- Eventually, employers love to discuss their business
- Employers will continue to meet as long as there is "value" for their business

Why Industry Partnerships Build Jobs and Grow the Economy

- Generates Industry Intelligence
 - Industry trends
 - New technology
 - Evolving occupations
- Develops authentic industry leaders
- Builds on existing competitive strengths
- Potential for “Centers of Excellence”

Why Industry Partnerships Build jobs and Grow the Economy

- New applications for materials, products and services
- Creates synergies among companies
- Sends signals to the education and training systems
- Demands a more responsive education and training system

Why Industry Partnerships Build Jobs and Grow the Economy

- Provides direction and advice to job seekers
- Engages employers on creation of talent supply chain
- Clarifies credentials
- Encourages companies to stay and expand

Why Industry Partnerships Build Jobs and Grow the Economy

- Provides an “early warning” system
- Warns of potential “sale” of firms
- Attracts new firms
- Provides a core of “advisors” on other potential industries

Connections to Economic Development

- Center of Excellence in Packaging
- Masters Degree in Transportation and Logistics
- Code Louisville
- Financial Services Training Institute

Connections to Economic Development

- Biotechnical Institute of Maryland
- New York Alliance for Careers in Healthcare
- Port Jobs in Seattle/Tacoma
- Central PA Factory Build Housing
- Keystone Transit

Recommendations

- Build on Rhode Island's economic strengths
 - Deep understanding is essential
 - Develop "talent supply" chain
 - Develop "Centers of Excellence"
- Integration of workforce and economic development
 - Goals, Staffing, Data, Outcomes
- Develop Employer Leadership
 - Bring sector leaders together
- Communicate plainly

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