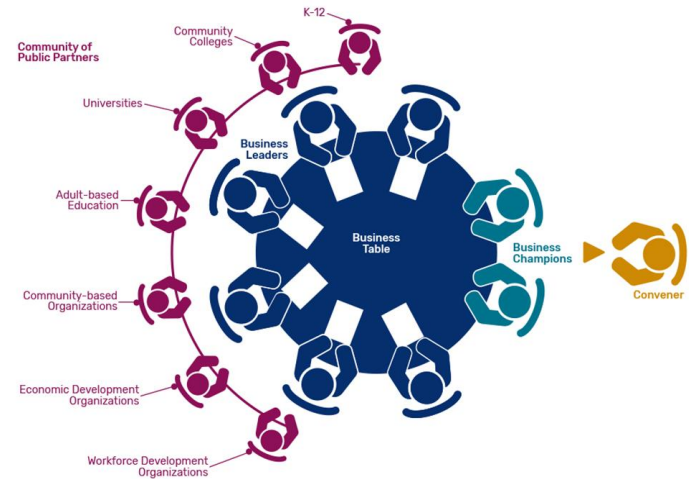


Stronger Together Sector Partnerships Matter

*Proven strategies to build
and sustain industry-
driven collaborations*



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Today's Road Map

Welcome

Why we are here today?

Sector Partnership Snapshots

Partnership Mapping

Career Lattice Hands-on Work

Wrap-up and Next Steps



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Why Are We Here Today?

The Challenge

Middle-skill and/or Skilled Trades jobs make up the largest portion of the labor market, yet businesses can't find enough trained workers.

Sector partnerships can help solve this problem.

You must have wanted to learn more!



Sector Partnerships

What are they?

- Sector partnerships are partnerships of companies, from the same/similar industry, with education, workforce development, economic development and community organizations that focus on key issues related to the target industry in their natural labor market region.
- They are business-driven; they are regional; they are convened by a credible third-party; they act as a coordinating body across multiple education, workforce development, economic development and other programs; they create highly customized responses to a target industry's needs, and therefore highly accurate.



Why Do Sector Partnerships Matter?

- Meeting businesses' needs for a skilled workforce and supporting industry growth and competitiveness requires new kinds of cross-sector collaboration
- In a sector partnership, business are not just advisors, but full partners, actively invested and engaged in implementing the solutions they have developed collaboratively



What's in it for me?

For Businesses – a place to solve major talent issues, a place to address other issues related to their shared competitiveness

- a single table at which to work with public entities
- an opportunity to share costs related to needed solutions



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My Benefit (or what's in it for me?)

For Economic Developers – a place for focused work with existing key industries on talent and other questions related to competitiveness

- a meaningful venue for working with workforce development and education
- a framework for organizing the strategies needed to support critical industries
- and a tool to truly understand the strengths and opportunities of existing industry in a region that can inform retention, growth and attraction strategies



My Benefit (or what's in it for me?)

For Educators – a venue for faster understanding of changing industry needs

- a vehicle to identify, build and refine curriculum, programs and credentials that are wanted and needed by businesses
- the only way to truly create industry-driven career pathway systems



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My Benefit (or what's in it for me?)

For Workforce and other community partners – a way to strategically focus time and resources toward high impact solutions for industry and workers

- a relationship vs a transaction approach to serving businesses
- a way to create highly customized and therefore highly accurate training & supportive service solutions for job seekers that provides the needed supports while they are getting the right training at the right time for in-demand jobs that exist now



Sector Partnership Snapshots

Construction/Skilled Trades

First Tuesday of the Month at 4pm

- 8 business/employers
- 6 K-12 (CTE) Reps
- 6 Higher Ed Reps
- 1 Industry Organization
- 2 Economic Development Reps
- 6 Workforce Development Reps

Manufacturing, Logistics & Warehousing

First Thursday of the Month at 4pm

- 8 business/employers
- 6 K-12 (CTE) Reps
- 7 Higher Ed Reps
- 1 Private Training Rep
- 4 Economic Development Reps
- 8 Workforce Development Reps
- 2 Other Support Organization

Healthcare & Human Services

First Friday of the Month at 1pm

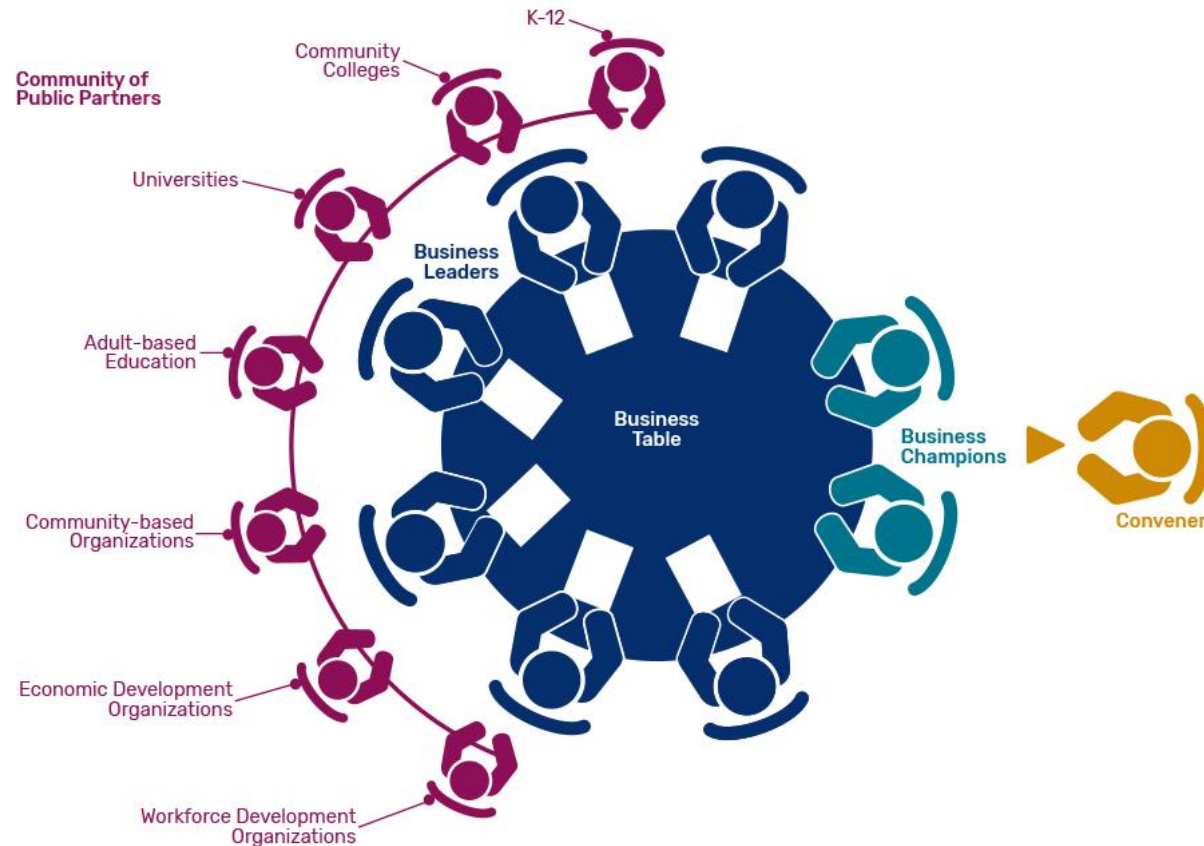
- 11 business/employers
- 6 K-12 (CTE) Reps
- 5 Higher Ed Reps
- 1 Private Training Rep
- 2 Economic Development Reps
- 8 Workforce Development Reps
- 2 Industry Organizations



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Sector Partnership Design



Activity: Draw Your Universe

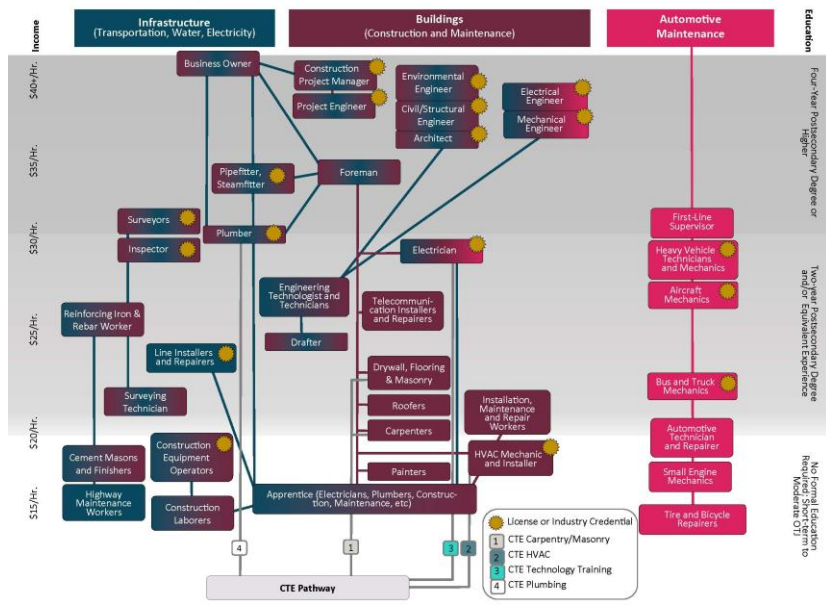


What have they been doing?

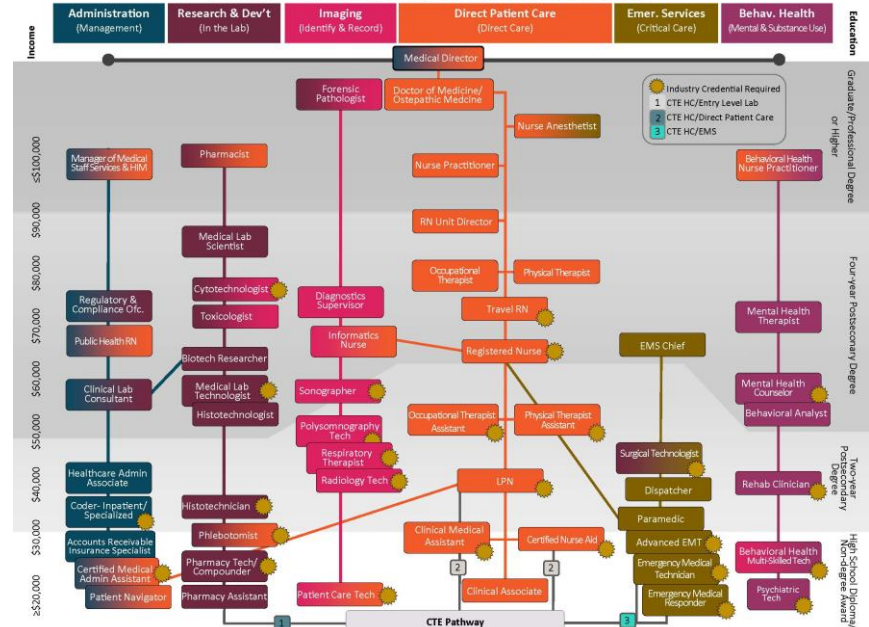
- Currently have a regular meeting schedule
 - Monthly (mostly virtual)
- Requested Updated “industry scans” and additional data
 - [Quarterly Reports completed 2024](#)
 - [Regional Data page on Website](#)
- Begin input into training programs (starting w/[work-based learning](#))
- [Career Lattice Buildout](#)



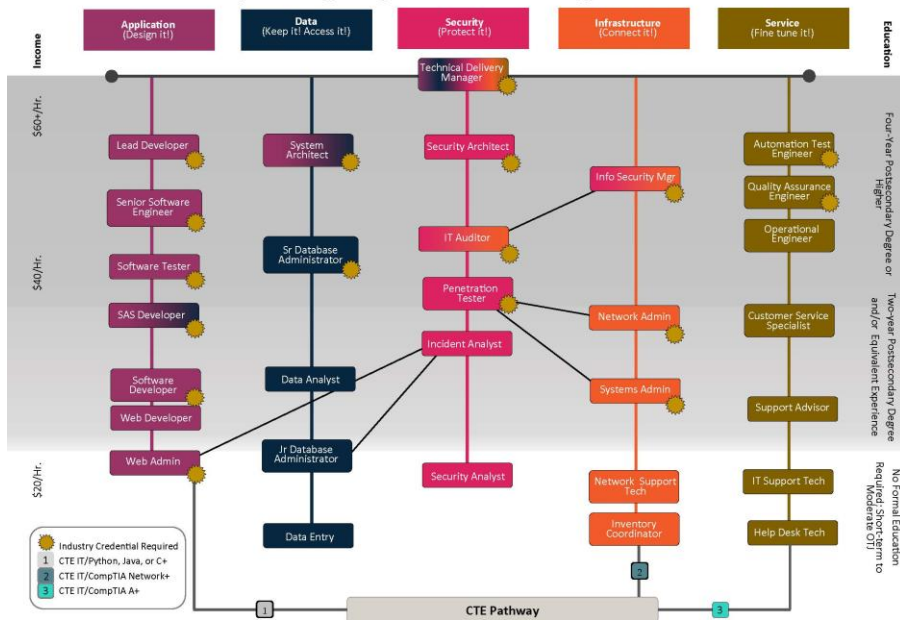
New River | Mount Rogers Construction and Maintenance Skilled Trades Career Lattice



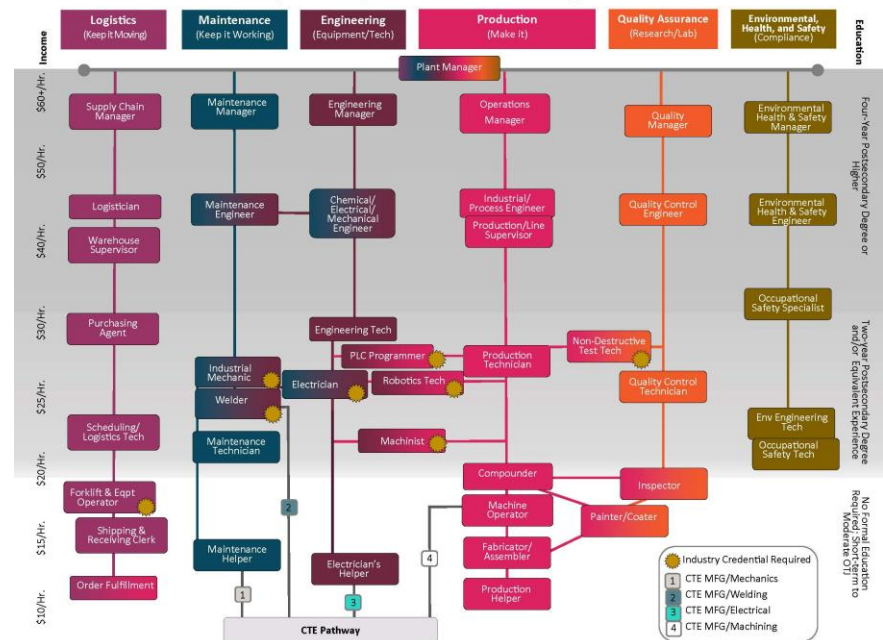
New River | Mount Rogers Regional Healthcare Career Lattice



New River | Mount Rogers Region Information Technology Career Lattice



New River | Mount Rogers Advanced Manufacturing Career Lattice



Activity: Career Lattices



Next Steps: Get Involved!

Marty Holliday
marty.holliday@nrmrworks.org

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