Wyoming’s Next Gen Journey

Past, Present, Future

September 5, 2019

www.NextGenSectorPartnerships.com
Overview

• How We Started Our Journey

• What We Have Achieved Together

• What is Different and Why it Matters
The Next Gen Track Record

• More than 80 Next Gen Partnerships launched nationwide since 2011

• More than a dozen states across the country have adopted the methodology, with regional partnerships in more than 25 states

• Most importantly—more than 1,000 industry champions driving their Partnerships, focusing on their priorities, and getting results working with their public partners
Wyoming Joins the Leaders

- **Fastest ramp-up of Partnerships of any state** (twelve launches in nine regions in one year)

- **One of the strongest state teams** (shared commitment by workforce development, economic development, and education partners)

- **One of the strongest contributors to the national Next Gen community of practice** (National Academy sponsorship/participation as well as other COP activities involving conveners, public partners, and business champions)
Growing Good Jobs + Connecting People with Good Jobs
A DIFFERENT WAY OF DOING BUSINESS

Future State: Industry Identified Priorities at the Center of Business-Driven Partnership
# How is Next Gen Different?

## FROM
- Fragmented situation
- Individual business needs (retail)
- Employer as customer
- Employer leader as company representative
- Problem driven
- Employer role limited and typically ends

## TO
- Unified approach
- Collective industry priorities (wholesale)
- Business as partner/owner
- Business leader as industry champion
- Opportunity focused
- Industry champion roles are many and evolve
What are the Benefits?

• **Efficiency** of the single table (vs. many tables)

• **Power** of the industry-wide voice (vs. one company)

• **Leverage** of business and public resources (vs. one or the other)

• **Delivers** on core missions of growth, retention, and attraction (vs. distracts from core missions)
How it is Playing Out Here

• **Industry stepping up to decide and drive** (not public agency, institution, or system driven)

• **Regions deciding for themselves which industry is most ready for a sector partnership** (not state government or anyone else making the choice)

• **A unified approach to working with industry is developing among community partners** (not overly fragmented, “many asks” approach)
The Next Gen Process in WY

1. Regional sector support team decides on sector
2. Co-conveners selected
3. Business champions/co-chairs recruited
4. Sector business invitation list/invitation letter finalized
5. Launch meeting held (opportunities, requirements, champions)
6. Follow-up calls and full Partnership meeting, commitment to 60-day actions/formation of action teams

(Monthly Peer calls among regional conveners, Next Gen 101 webinar, advanced convener training, ongoing coaching calls, annual State Academy)
Progress By the Numbers

• Nine regions have launched their first partnership (three have launched 2 so far), for a total of 12
• Partnerships launched in manufacturing (3), health care (3), finance and insurance, construction (3), hospitality, and “local specialty” products
• Over 200 industry leaders attended and volunteered as “champions” at launch meetings and subsequently
• More than 150 public partners attended launch meetings as observers/listeners, and subsequently
Progress By the Priorities

• On average, industry champions chose three priorities for action at the launches
• At least one priority for every partnership is specifically about talent. Some about better basic skills, some about new technical skills, some about key occupations
• Several priorities focus on building career awareness/interest among youth and/or adults
• Some priorities focus on marketing the region or the industry or both
• Others: B-to-B connections, infrastructure improvement, care coordination, public policy
Partnerships Implementing 60-Day Actions

- Laramie County Construction Partnership
- Laramie County Hospitality Partnership
- Northeast Wyoming Finance and Insurance Partnership
- Southwest Wyoming Manufacturing Partnership
- Big Horn Basin Health Care Partnership
- Albany County Manufacturing Partnership
- Sheridan-Johnson Manufacturing Partnership
- Fremont County Health Care Partnership
Examples: New Programs

- New dual enrollment program for skilled trades launching in the Fall (Laramie County construction)
- New manufacturing operator program launching in the Fall, to be followed by mechanical and electrical certifications (Southwest manufacturing)
- New manufacturing roundtable to share best practices, connect local buyers-suppliers, and meet with College on curriculum, plan Mfg Festival (Sheridan-Johnson manufacturing)
Examples: New Products

- New “illuminated path” linking students and construction industry (Laramie County construction)
- New video series launched to raise financial literacy (Northeast finance and insurance)
- New industry-specific Job Fair model (Laramie County construction)
- New “Experience Cheyenne” training and Hospitality Jobs website (Laramie County hospitality, in process)
- New directory of health care resources (Big Horn Basin, Goshen-Platte-Niobrara in process)
- New unified health care assessment, telehealth expansion (Fremont County health care)
- New health care camp/curriculum targeted at middle and high school students (Big Horn Basin, in progress)
- New marketing packets for local manufacturers to give potential employees describing benefits of living in SW WY (Southwest manufacturing)
Examples: New Partnering

• New industry involvement in existing community initiatives to improve air service and market region to attract talent (Northeast finance and insurance)
• New outreach to city and chamber to work together on business mentorship and address issue of trailing spouses (Albany County manufacturing)
• New unified effort to close gaps in telehealth network (Fremont County health care)
• New relationship established with high school and local college to align curriculum, help attract students to classes, and provide internships (Northeast finance and insurance)
Bottom line: Coalitions of the Willing Lead the Way

• Twelve partnerships already, with at least two more planned for 2019, and one for 2020 so far
• Every region also working on strategies to sustain their Next Gen efforts into 2020 and beyond
• Lots of opportunity to help existing partnerships in your region, or start your own!
Now It’s Your Turn

I like ___________ about Next Gen, but what about ___________.