



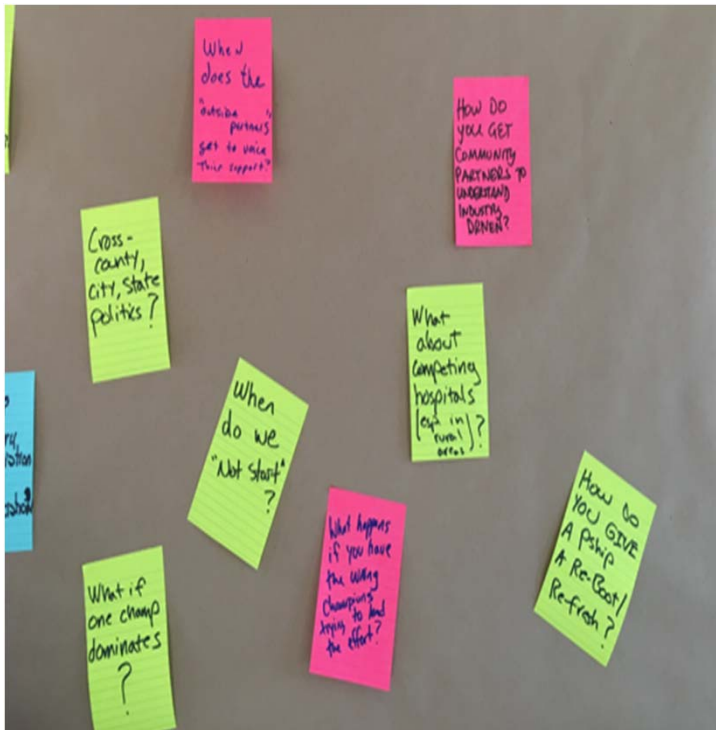
Wyoming's Next Gen Journey

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



TO

Fragmented situation

Individual business needs
(retail)

Employer as customer

Employer leader as
company representative

Problem driven

Employer role limited and
typically ends

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)
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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)
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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
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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*
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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
_____.**

