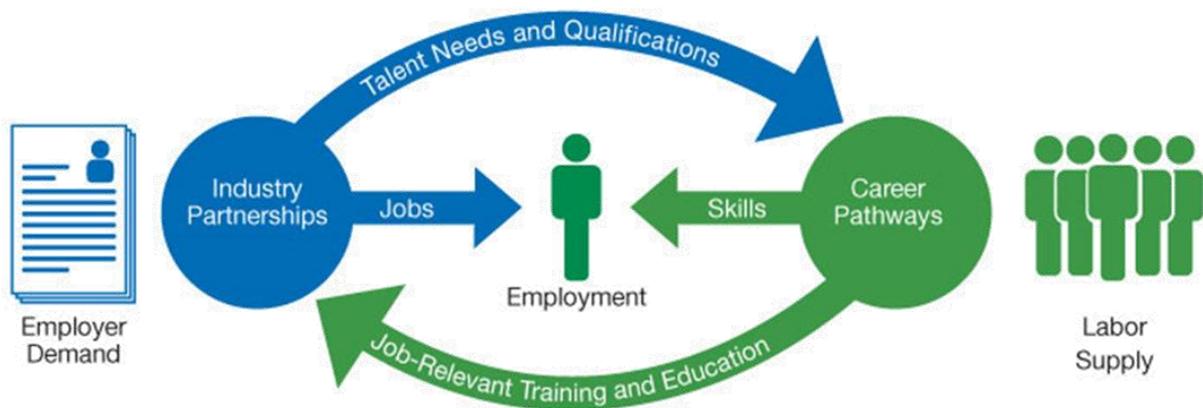


SECTOR STRATEGIES: A CRITICAL TOOL TO DRIVE WORKFORCE AND ECONOMIC DEVELOPMENT

Never before has workforce development been as important to the success of local and regional businesses as it is today. In a recent Florida Economic Development Council survey, almost 70% of the respondents identify workforce development as one of their top three priorities. Over the last three years, 64% stated workforce has become a higher a priority of their organization. The significant role of workforce development was also recently highlighted in [Area Development's 30th Annual Corporate Survey](#) in which respondents said their top concern is the availability of skilled labor. In fact, 92.9% of respondents – up 10.8 percentage points from the prior year's survey – considered the availability of skilled labor “very important” or “important,” ranking availability higher than even labor costs.

As a result of the ongoing and growing importance of creating a talent pipeline to help businesses succeed, several national initiatives and federal laws (including the Workforce Innovation and Opportunity Act) are driving workforce organizations, in partnership with economic development and education, to embrace approaches to meet both the needs of workers and the needs of businesses in the regional economy.

Sector strategies are regional, industry-focused approaches to building skilled workforces and are among the most effective ways to align public and private resources to address the talent needs of employers. While the approach is not new, there is a growing body of evidence showing that sector strategies can simultaneously improve employment opportunities for job seekers and the competitiveness of industries.



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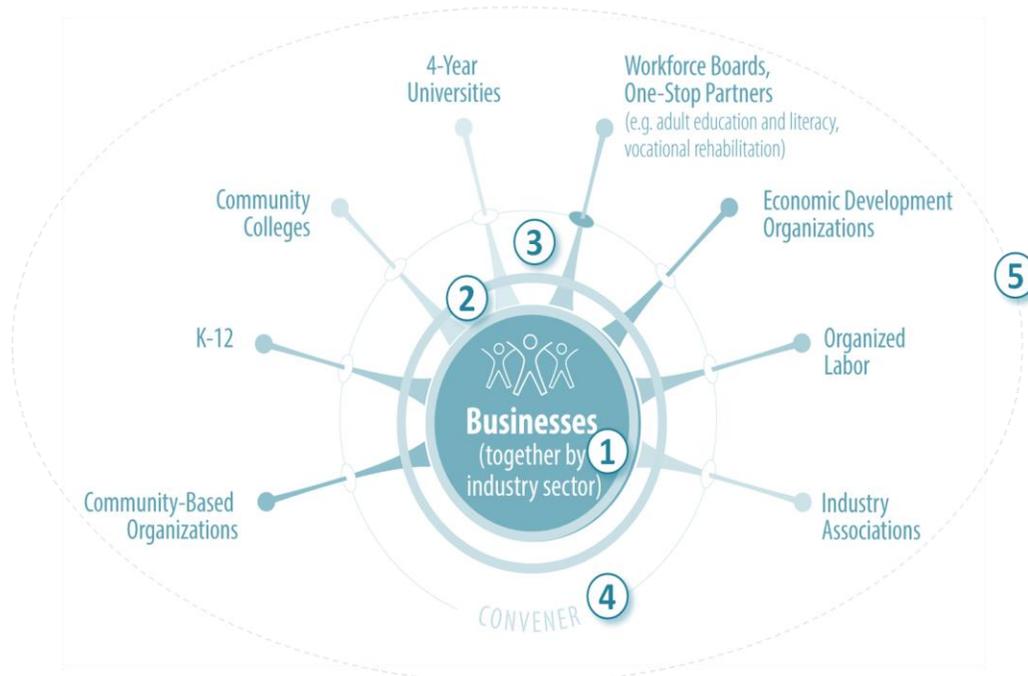
Central Florida **SECTOR STRATEGIES**

SECTOR PARTNERSHIPS

At the heart of sector strategies are sector partnerships (sometimes referred to as industry partnerships, workforce collaboratives or regional skills alliances, among others). These partnerships are led by businesses—within a critical industry cluster—working collaboratively with workforce areas, education and training, economic development, labor, and community organizations. Sector partnerships are the vehicles through which industry members voice their critical human resource needs and where customized regional solutions for workers and businesses are formed.

EFFECTIVE SECTOR PARTNERSHIPS:

1. **Put businesses at the middle** of the conversation, brought together at scale by industry. At this level, partners discover pressing and often broader workforce challenges from businesses, which are driving the conversation.
2. **Treat businesses as partners**, no longer just the end customer. In this model, community partners work with businesses to build customized solutions, rather than provide off-the-shelf program-based solutions.
3. **Align partners.** Sector partnerships are driven by solutions; solutions that, more often than not, require multiple partners collaborating and leveraging programs and funding.
4. **Require a credible third party “convener.”** This entity could be a local workforce development area or another organization. The convener acts as a neutral body, ready to guide the partnership and align partners.
5. **Are convened on a regional scale.** Because labor markets and industry clusters cross county and service area lines, so too must sector partnerships.



SECTOR STRATEGY RESOURCES

Relevant tools and resources are available on the [Employment & Training Administration's Community of Practice](#) website. Specific resources that might be available include:

- [Deeper Dive into Demand-Side Data: Identifying Target Sectors](#)
- [Industry Engagement: An Overview](#)
- [How to Ensure the Sustainability of a Successful Sector Strategy: An Overview](#)
- [Deeper Dive into Supply-Side Data: Identifying Occupations & Skill Sets Aligned to Target Industries](#)