OPENING SESSION

Model Industry Sector Meeting
with Business Leaders

September 26, 2016
WHERE ARE YOU?

Enter your location in the Chat window
(lower left of screen)
MEET OUR PRESENTER

DIANE WALTON

USDOL Employment and Training Administration, Region 6, San Francisco, CA
Welcome to the Sector Strategies Virtual Business Engagement Academy!
GETTING THE MOST OUT OF THE ACADEMY

Opening Session: Model Industry Sector Meeting with Business Leaders

Core Session 1: Planning the Talent Pipeline Response with Partners [Tuesday, 11am et]

Core Session 2: Industry Specific Approaches [Tuesday, 3pm et]

Core Session 3: Blueprint for Talent Development [Wednesday, 11am et]

Closing: The Future of Business Engagement and Sectors [Wednesday, 3pm et]
Deep dive practicum into leading a industry sector partnership:

- Understand how to facilitate meaningful sector-related conversations with business
- Understand the role of a partnership’s intermediary—from convening to validating data and developing workforce solutions
- Connect local and regional partnerships to state-wide sector strategy
Poll Question

How involved have you been in facilitating employer meetings for an industry sector?

- I have not yet had the opportunity
- I have helped prepare for employer meetings
- I have led between 1 and 5 meetings with the same set of employers in a sector
- I have led 6 or more meetings with the same set of employers in a sector over multiple years
Welcome and Goals of Academy
Eric Seleznov, Deputy Assistant Secretary

Mock Industry Partnership Session

Session Summary

Close
Meet Our Presenter

Eric Seleznow
Deputy Assistant Secretary of the USDOL Employment and Training Administration
**MEET OUR FACILITATORS**

- **JOE BARELA**
  Division Manager
  Arapahoe/Douglas Works!

- **RICK MAHER**
  President / CEO
  Maher & Maher
The Mock Session we are beginning assumes:

- You have already met with these employers 2-3 times previously
- You have worked with your LMI team to obtain quantitative data on your industry sector, summarized qualitative data you learned from employers in previous conversations (see sample data deck we sent with your attendance confirmation)
- We are here to validate and better understand the information we have from employers....
Welcome and introduction
Old business – recap on last meeting
What does the Health Care industry look like today? (industry data deck sent prior to meeting)
Industry needs discovery discussion
Synthesize key learnings
Next steps and next meeting
Meeting adjourned
Employer Panelists

Robert “Bob” Wise
Chief Executive Officer
Hunterdon Healthcare

Oswald “Oz” Mandejar
Senior Vice President of Mission and Advocacy,
Spaulding Rehabilitation Network

Mary Jane “MJ” Ryan
Director of Workforce Development, Partners HealthCare

Jackie Beard
System Director, Talent Acquisition and Workforce Development, Norton Healthcare
As we go through this mock employer meeting, what additional questions do you suggest?

- Please enter your questions in the chat box.
- These will not be seen publicly; these will just go to our presenters.
What have we heard from our panelists, and where do we go from here?
UPCOMING CORE SESSIONS – LIMITED PRE-REGISTRATION

PLANNING THE TALENT PIPELINE RESPONSE WITH PARTNERS – DEBRIEF
- Tuesday September 27th 11:00 am – 12:15 pm EST
- Facilitators - Dr. Gerry Ghazi, Vermont Hi-Tech and Diane Walton, USDOL ETA

INDUSTRY SPECIFIC APPROACHES
- Tuesday September 27th 3:00pm – 4:00 pm EST
- Facilitators – Beth Brinley and Todd Cohen, Maher & Maher
- Panelists - Mike Temple, Gulf Coast Workforce Board; Andrew Bercich, Comcast; Scott Sheely, Pennsylvania Department of Agriculture

BLUEPRINT FOR TALENT DEVELOPMENT
- Wednesday September 28th 11:00 am – 12:00 pm EST
- Facilitators – Virginia Hamilton, USDOL ETA, and Tom Hooper, Jobs for the Future
- Panelist – Peta-Gaye Porter, Regional Employment Board of Hampden County, Inc.
Wednesday, September 28th, 3:00 – 4:00 pm EST

Seats still available, register here - https://www.workforcegps.org/events/2016/08/04/14/12/Closing_Session_The_Future_of-Business_Engagement_and_Sectors

- Eric Spiegel, Chief Executive Officer, Siemens USA, featured speaker
- Byron Zuidema, Deputy Assistant Secretary of Employment and Training Administration, USDOL, facilitator
- Martin Simon, National Governor’s Association,
- Ron Painter, National Association of Workforce Boards
FOR MORE INFORMATION ON
SECTOR STRATEGIES

USDOL ETA Business Engagement Collaborative Sectors Resources
https://businessengagement.workforcegps.org/
Thank You