SWDP Sector Strategies

Matt Murphy, Nicole Brickman, Megan Mason-Todd, Jessica Barr, Lisa Wheeler, Bill Dowling, Alissa Durkin, Ed Looby, & Luci Bench

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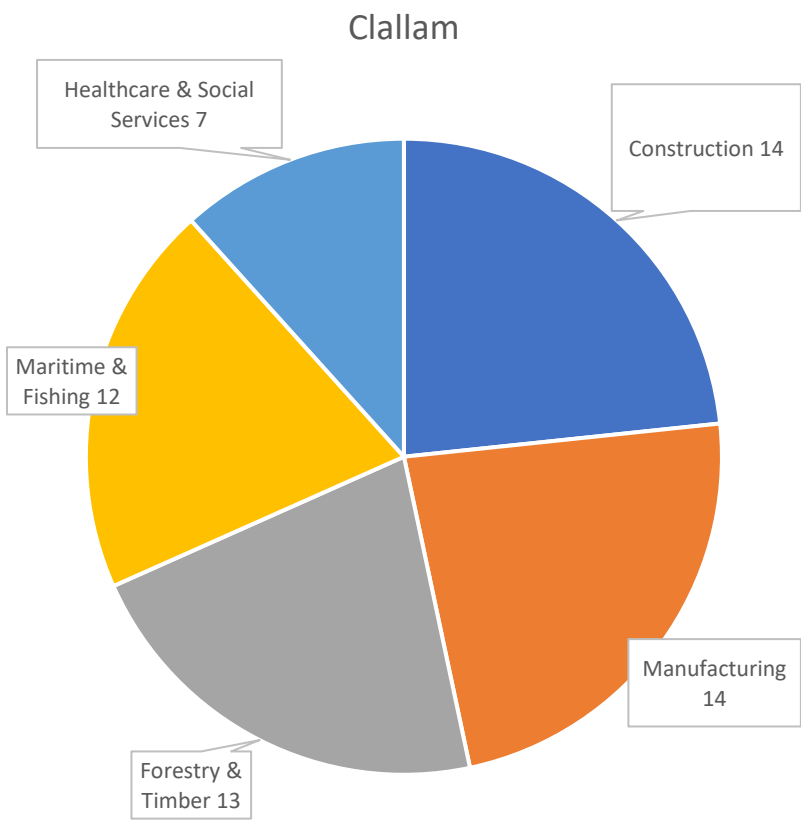
Regional Sector Strategies (20 CFR 679.510(a)(1)(iii)

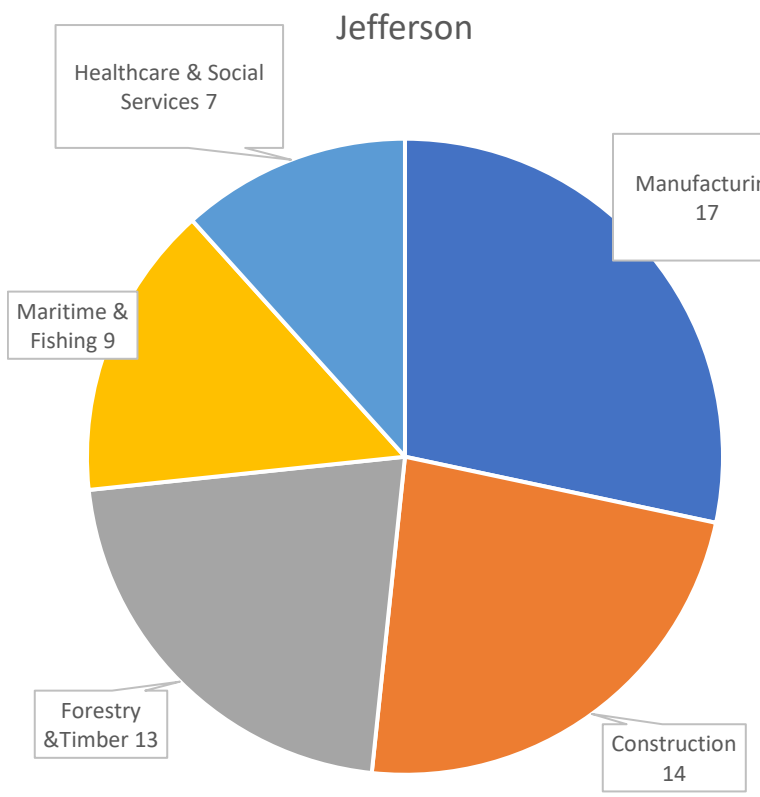
a. **Identification and Prioritization**: Determine and explain which in-demand industry sector(s) or occupation(s) the region aims to serve and why.

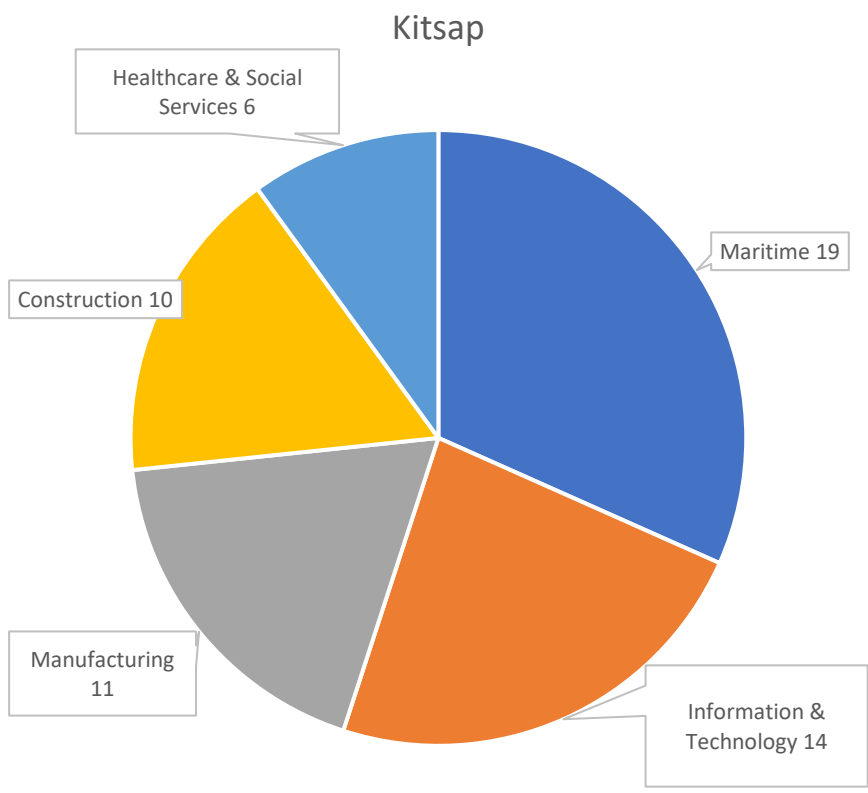
b. **Collaborative Approaches**: Describe your strategy, current status of regional collaboration in support of in-demand sectors and occupations and your methods for establishing stakeholder buy-in, targeting industries, gathering baseline knowledge, and engaging with employers and industry partners. Also indicate your plans for implementing and sustaining initiatives, identifying your anticipated outcomes and how progress will be measured. Use the Sector Partnership Framework (Attachment A) for each in-demand industry sector or occupation/occupational grouping, **or** discuss in your strategic narrative.

c. **Multi-Regional Focus**: If applicable, identify and describe if the sector will be served by multiple areas, the role of any contiguous regions and any collaborative efforts involved.

Industry Selection by County



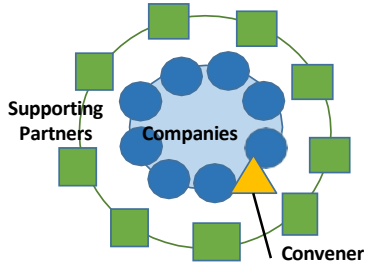




Attachment A: Sector Partnership Framework

Washington Industry Engagement Framework or Sector Partnership Framework

Sector partnerships are **partnerships** of companies, from the same industry and in their natural labor market region, with education, workforce development, economic development and community organizations that focus on a set of key priority workforce and other issues identified by the target industry.



Phase I: Prepare your team	Phase II: Investigate	Phase III: Inventory and Analyze	Phase IV: Convene	Phase V: Act	Phase VI: Sustain and evolve
Goal: build buy-in & support	*Goal: determine target industries*	*Goal: build baseline knowledge of industry*	*Goal: build industry partnership, prioritize activities*	*Goal: Implement initiatives*	*Goal: grow the partnership*
• Build a team of workforce, education and economic development leaders for ongoing joint decision-making • Inventory current sector partnership or industry–targeted efforts • Decide on initial roles & responsibilities – who has the credibility to lead a sector partnership, what support can partners commit to • Commit to looking at LMI data together	• Determine growth sectors to investigate • Ensure relevance for the region • Evaluate against 10+ consideration relating to growth, relevance to economic development activities, and other key factors	• Conduct a baseline review of demand-side (employer) and supply-side (labor pool) data • Analyze industry trends, review existing research • Analyze data and develop a brief industry "report" or "snapshot" to start the engagement with employers • Identify business champions to bring industry to the table	• Prepare support team and set expectations for the meeting – business talking to business • Hold event to find out what's new in industry, growth opportunities, and related needs • Ask industry to Identify and prioritize key issues • Determine whether additional resources are needed	• Develop Operational Plan • Execute plans, monitor progress • Provide status reports to partnership, task forces, stakeholders • Identify road-blocks and address them	• Identify next opportunities • Start the process over again at the appropriate phase • Grow the partnership
Sample measures of progress • Partners identified • Meetings held • Agreements developed • Resources committed	**Sample measures of progress** • Data provided • Partners select key industries to explore	**Sample measures of progress** • Industry "Snapshot" or "report" ready for first meeting • Industry champions identified • Companies invited	**Sample measures of progress** • Plan for action developed • Task forces identified • Staff and chairs identified/ assigned	**Sample measures of progress** • Metrics specific to project identified and reported	**Sample measures of progress** • New projects identified • New resources added
Evaluate	Adjust	Improve	Report	Tell Your Story	

Directions: Complete the table below to describe current and future activities for at least the next two years for each sector partnership. Please start at the appropriate phase based on the current status of the sector partnership. Please complete one table per sector.

Sector to be served: _____

Phase	Timeline for each phase	Activities anticipated for each phase to be implemented. Please indicate how each LWDB will participate for sectors served in a multi-area region.	Anticipated outcome(s) for each phase	Measure(s) of progress for each phase
Phase I: Prepare Team **Goal: build buy-in & support**				
Phase II: Investigate **Goal: determine target industries**				
Phase III: Inventory & Analyze **Goal: build baseline knowledge of industry**				
Phase IV: Convene **Goal: build industry partnership, prioritize activities**				
Phase V: Act **Goal: implement ideas**				
Phase VI: Sustain & Evolve **Goal: grow the partnership**				