



Preparing to Launch a Next Gen Sector Partnership

This worksheet is designed to help teams think through key actions, roles and responsibilities for creating new sector partnerships.

1. Have we built a sector support team?

- Do key stakeholders in our region (from education, workforce development and economic development) recognize how sector partnership(s) can act as the shared table where they can work with businesses from a targeted sector, understand their needs, and collaborate with other public partners to develop responsive and coordinated solutions?
- Are we willing to agree on at least one sector through which we can begin experimenting and operating via this shared table approach (vs. operating via multiple independent employer engagement efforts)?
- Have we agreed on clear roles and responsibilities on the sector support team? Who is the lead “convener” or “co-convener”?

2. Have we defined the scope of industry focus?

- Has our regional team jointly agreed on which industry sectors merit our collective action in launching a sector partnership? Did we use LMI data, combined with our on-the-ground knowledge about industries, to make these selections? Which sector is first? Or next?
- Will the scope of our partnership make sense to business and industry? Will businesses likely share common opportunities and challenges? Does the geographic scope we’ve identified follow the footprint of the industry? (Beware of falling into the trap of scoping your partnership around jurisdictional boundaries or service areas if they aren’t likely to make sense to business).

3. Who are our business champions who could sign an invitation letter and/or host the first launch meeting?

- Who are or could be business chairs, individuals who could help convene other sector employers for a launch meeting? Remember to focus on ‘civic entrepreneurs’; a certain kind of leader who not only has decision-making authority at his or her business but who also understands that the long-term success of his/her company is linked to the broader prosperity of the community.

4. Who are or could be employer participants that would be invited to a launch meeting?

- Which sub-sectors, and which employers within those sub-sectors, should be invited?



Next Steps

Target Sector: _____

Action	Timeline	Who's Committed?
1. Reach out to potential business champions and recruit champions to sign invitation letter/host launch meeting		
2. Build invitation list of employers from target sector		
3. Send out invitation and conduct follow up phone calls		
Other?		



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