INDUSTRY SECTOR PARTNERSHIPS: WHAT THEY ARE AND WHY THEY WORK

Industry Sector Partnerships are a proven workforce development strategy that put employers in the driver's seat and have demonstrated effectiveness across the country. Manufacturers within a regional labor market work together to influence alignment around common solutions with education and training, economic and workforce development, and community organizations.

EFFECTIVE INDUSTRY SECTOR PARTNERSHIPS:

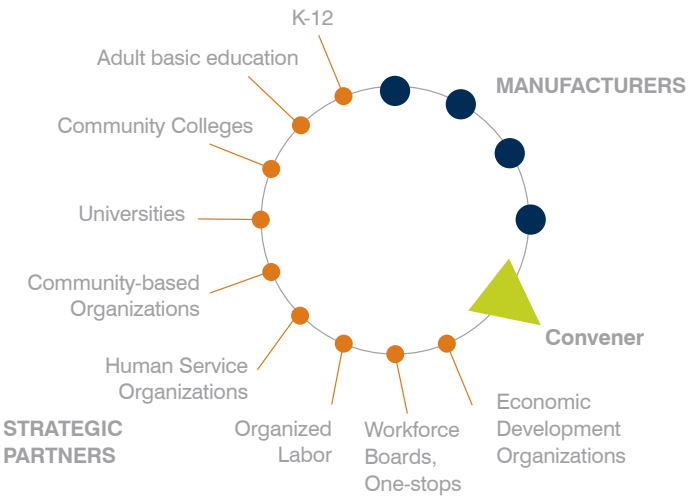
- **Identify common issues**, challenges and opportunities across individual employers;
- **Collectively** address the priority needs of industry;
- **Communicate industry priorities** to policy makers and workforce development partners, enabling them to design responsive solutions;
- Address current and emerging **skill gaps**, both short- and long-term;
- Provide a means to engage directly with industry **across traditional boundaries**;
- **Better align** programs, education/training curriculum and other resources serving employers and workers.

KEY COMPONENTS:

- **Led by employers** – to ensure the system is truly demand-driven and will lead to better outcomes for individuals
- **Focused on a single industry** – to allow employers to connect with peers from their own industry, identify needs beyond basic workplace skills, and dive deeply into the technical needs of the industry
- **Regional** – to address unique needs of subsectors while reflecting the true dynamics within a regional economy
- **Convened by a neutral intermediary** – to align all relevant partner programs and resources as solutions to identified industry needs

BENEFITS TO MANUFACTURERS:

- Systems change in response to business needs
- Reduced duplication and system inefficiencies
- Maximized resources and services
- Results in more streamlined services
- Helps manufacturers fill jobs more quickly
- Creates a pipeline of future workers
- Builds career pathways with seamless transitions from one educational stepping stone to another
- More powerful voice
- Influence training programs
- Impact policy
- Attract funding
- Mechanism for ongoing feedback loop with various education, training and workforce programs
- Better results (placement, earnings/benefits, retention, productivity)
- Firm-to-firm networking



From the National Governors Association report:
State Sector Strategies Coming of Age: Implications for State Workforce Policymakers

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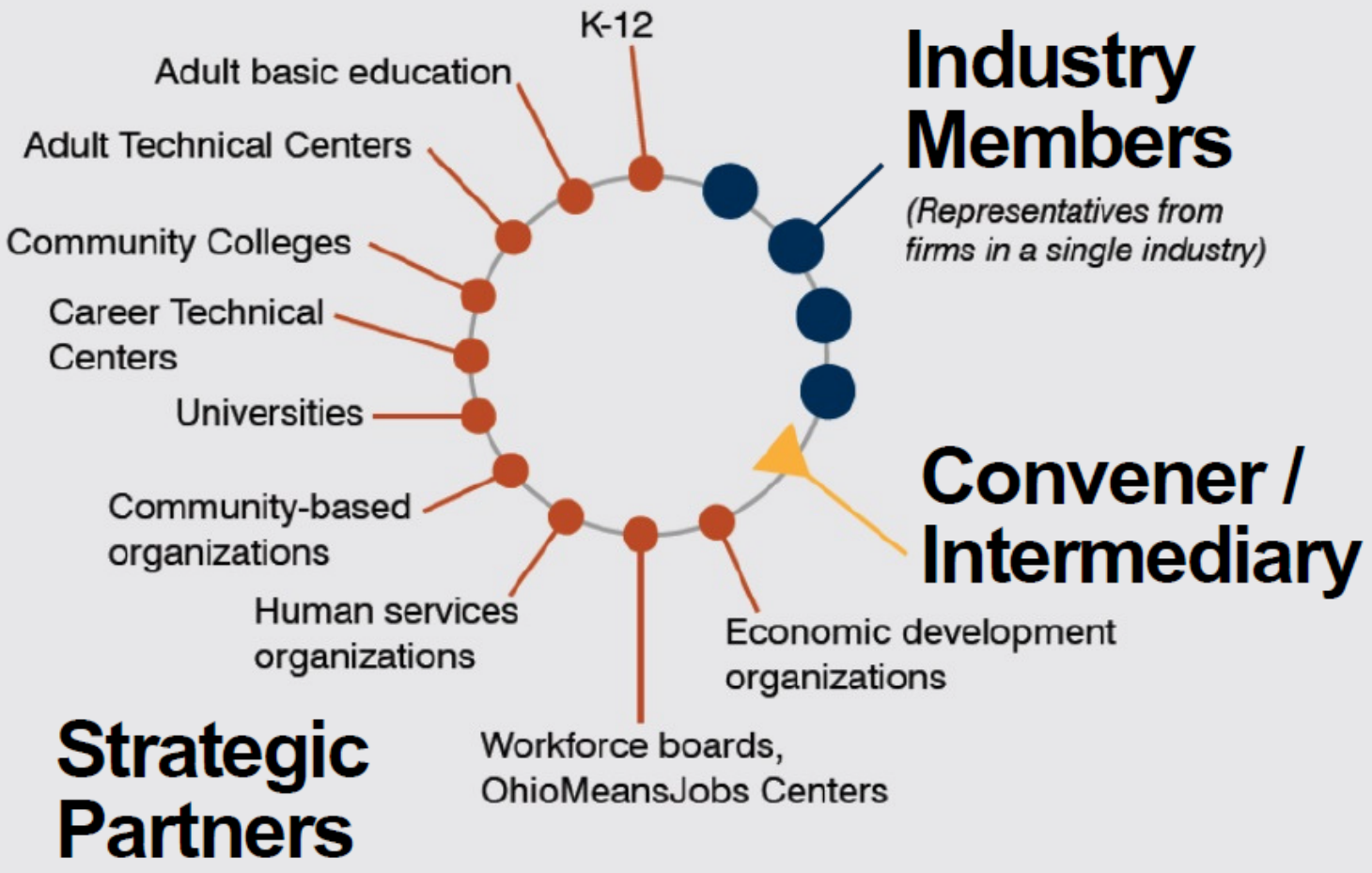
The OMA and Industry Sector Partnerships

Manufacturers Solving Workforce Issues Together



INDUSTRY SECTOR PARTNERSHIPS (ISPs)

Priority 1: Galvanize the OMA-Endorsed ISP Network as the primary solution for manufacturers to engage with workforce systems.



- Recognized best practice
- Industry-led and focused on manufacturing workforce issues
- Regional, collaborative approach
- Statewide alignment and coordination through the OMA
- Staffed by a neutral intermediary who develops relationships with local manufacturers, education, workforce, economic, and community-based organizations.
- Strategic focus on untapped talent, credentials, career pathways, and earn-and-learn models.

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ISPs: VALUE TO MANUFACTURERS

- Identify shared issues, challenges and opportunities facing individual employers in a region.
- Define and address current and emerging skill gaps - both immediate and emerging - in regional training programs.
- Better align regional training programs, curricula, and resources that serve employers and workers.
- Work with education and workforce partners to develop work-based learning opportunities for prospective employees and students.
- Assist with the creation and improvement of career pathways

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INDUSTRY SECTOR PARTNERSHIPS (ISPs)



The OMA-Endorsed ISP Network Map & Directory

- 19 OMA-Endorsed ISPs
- 79 / 88 counties covered in the network…and growing
- 1,200 manufacturers involved in local ISPs across Ohio
- ISP Network organized by the OMA to create shared tools and efficiencies, problem-solve, and elevate best practices

WEST CENTRAL
- DRMWP
- WCOMP

SOUTHWEST
- AMIP

NORTHWEST
- NOMA
- RTB
- AMC
- WPPC
- GLISP

CENTRAL AND NORTH CENTRAL
- COMP
- RMC

SOUTH CENTRAL
- BESTOhio

NORTHEAST
- AWT
- ConxusNEO
- LCMSP
- MVMC
- SCMWDP
- TVISP
- WCMSP

SOUTHEAST
- AOMC

NO COVERAGE
- No OMA-Endorsed ISP Coverage

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THE OHIO ISP GRANT

Primary Goal: Provide funding to launch new ISPs and expand the activities of existing ISPs.

- Launched in 2020; first funding distributed in 2021.
- There are two types of Ohio ISP Grant for ISPs at different maturity levels.

Spark Grant

The Spark Grant is designed to provide up to $100,000 in "seed funding" for emerging sector partnerships to fund startup activities and become self-sustaining.

Accelerant Grant

The Accelerant Grant provides up to $250,000 to invigorate the work being done by existing sector partnerships, expanding both reach and impact.

OMA-Endorsed ISPs have won 42 awards across five rounds.

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SERVICES OFFERINGS FOR ENDORSED ISPs



Grant Development and Management

- Identify funding opportunities, connect with program development experts, and administer and coordinate multi-ISP grants.



Capacity-building

- Document and share best practices and develop customizable tools for ISPs.



Thought Leadership

- Provide networking and learning opportunities to enhance collaboration and development of shared industry knowledge.



Advocacy and Convening Power

- Facilitate partnerships, build consensus, and lead policy strategies to leverage the collective strength of ISPs across the state.



Marketing and Communications

- Elevate ISP profiles to increase awareness and expand the influence of the OMA-Endorsed ISP Network.

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OVERVIEW OF THE ENDORSEMENT MOU

- **Endorsement Terms**
  - Endorsement is awarded in two-year cycles to qualified ISPs.
    - Current endorsement cycle: 2024-2026
  - Next application period for re-endorsement will be in 2026.
  - Either party may terminate the MOU.

- **OMA-Endorsed ISP Logo**
  - Allowed on ISP website and promotional materials.
  - The OMA may use and modify materials that utilize the endorsement logo.



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MOU EXHIBIT A: QUALIFICATIONS FOR ENDORSEMENT



Commitment to OMA Goals: Industry-led, manufacturing-focused, and aligned to Workforce Roadmap priorities and KPIs.



Commitment to Continuous Improvement: Participates in sharing of best practices, benchmarking, and other network development activities.



Commitment to Membership Development: Collaborates with OMA to encourage manufacturers to join both organizations.



Commitment to Align with the OMA on Workforce Public Policy Issues: Works with the OMA Public Policy Services to align and collectively advocate.



Commitment to Participate in Committees: Nominates a manufacturer for Workforce Leadership Committee and any number of ISP representatives to the ISP Committee.

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QUESTIONS & OPEN DISCUSSION

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