





**NEW HAMPSHIRE SECTOR PARTNERSHIPS INITIATIVE (SPI)** 



### What's A Sector Partnership Initiative?



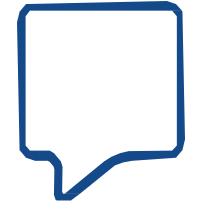


Employers in a range of sectors struggle to meet their hiring needs and find skilled workers. This limits their competitiveness and their ability grow.





Bring businesses together to identify their common workforce challenges, then provide training and other services that help them recruit, retain, and upskill workers.



Businesses and other key partners contribute their time to work with their peers to create lasting, business-led partnerships that address their ongoing workforce challenges.

#### **Sector Is A WIOA Mandate!**

Working with groups of employers in an economic sector, we work collaboratively to create career pathways for employees.

nnovative employers will help design the appropriate pathways, stackable credentials, apprenticeships and other elements critical to workforce development.

Opportunities for long-term career advancement in New Hampshire's major industries will be available to everyone.

Advances in Science, Technology, Engineering and Math require life-long learning, and SPI helps employers and workers choose the best pathway to success.



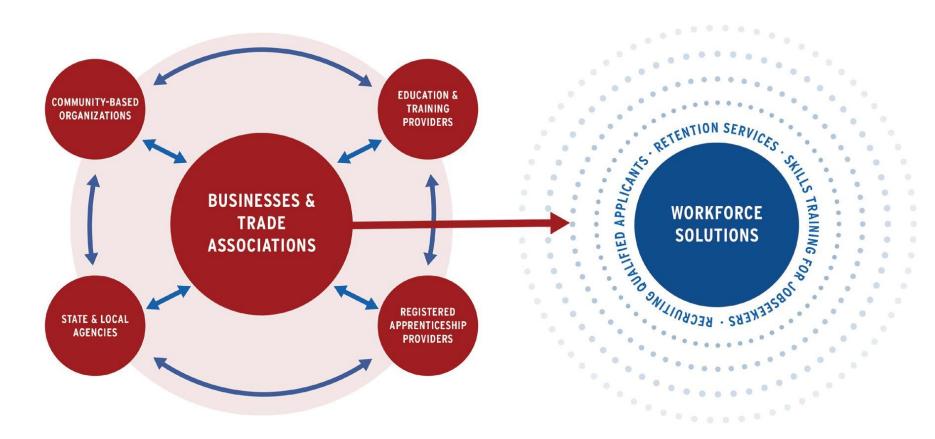
### **OLD WAY** = Dealing in Onesies



**NEW WAY** = Working with employers who need a pipeline of training workers



**DIFFERENCE** = More Efficient, Employer-led, stackable credentials, career advancement, apprenticeships, pinpoint training.





### What Are We Doing Right Now?



# **Labor Market Analysis**

Using traditional and real-time data sources, identify target sectors statewide with middle-skill job opportunities as well as the job skills, education, and other requirements needed in those sectors.

Targets: Manufacturing, Healthcare, IT & Hospitality



## **Asset Mapping**

Identify existing assets/resources across the state that could or should support these sectors.



# **Workforce Planning**

Building on the labor market analysis and asset mapping, work with appropriate sector intermediaries and industry champions to develop sector partnerships.



### **Sector Launch Events**

Support in-person launch events in each sector, which will include sharing initial data and planning next steps for the partnerships.



#### What Do We Have To Offer?



#### **RECOGNIZE**

Recognize potential partners in Manufacturing, Healthcare, Information Technology and Hospitality



### RECRUIT

Eligible workers:

- a) unemployed for 27 weeks or more;
- b) profiled as "likely to exhaust UI; or
- c) all other dislocated workers meeting WIOA eligibility requirements.



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