

Pennsylvania Industry Partnerships

What are Industry Partnerships?

Industry Partnerships are regional partnerships of business leaders within one industry, who work together with public partners from economic development, workforce development, education and training, and other community organizations, to address the shared workforce and broader competitiveness needs of their industry. Engagement with businesses is a key component of what public partners do every day.

Industry Partnerships offer Business Leaders:

- An **action-orientated forum** to come together with other businesses in their industry to tackle issues that parties are passionate about and impact the bottom line.
- A **business-driven agenda** means that business leaders determine the priorities and lead the partnership forward. Priorities that other partnerships have addressed include workforce, training, outreach, infrastructure, supply chain coordination, and others.
- A **common table** to collaborate with public partners from workforce development, economic development, and education. Public partners want to work with businesses at one table in a streamlined fashion to reduce fatigue related to multiple agency inquiries that are directed towards business leaders.

Question	Answer
What purpose do the partnerships serve?	The partnership serves as a venue for businesses to tackle the shared competitiveness need of their sector—including, but not limited to, workforce issues with support from public partners from workforce development, economic development, and education. The partnership is the go-to place for public partners to collaborate with industry.
How are partnership priorities developed?	Business leaders define a shared action agenda for strengthening the sector, with industry champions supporting each priority. This means they form action teams around issues that impact the competitiveness of the sector as a whole, such as: marketing of the region, shared infrastructure accessing capital, the development of new markets, access to transportation, permitting issues, or workforce and training.
Who is at the table from the private sector?	C-level decision makers who have their fingers on the pulse of the industry as a whole and a clear sense of their business’s vision for the future.
Who is at the table from the public partners?	A robust and aligned partner team including workforce development, economic development, and education. This team works together to coordinate responses to industry-determined priorities.

Want to get involved in Industry Partnerships in PA? Learn more by contacting:

Michelle Lengel
Deputy Director
Pennsylvania Workforce Development Board
Phone: 717-787-2368
Email: miclengel@pa.gov

Gwen Ross, MPA
Director of Workforce Development Initiatives
Department of Community & Economic Development
Phone: 717-720-7386
Email: gwross@pa.gov