



NEW HAMPSHIRE SECTOR PARTNERSHIPS INITIATIVE (SPI)

**Governor's Healthcare Commission
November 22, 2016**



Agenda

- What is a Sector Partnership?
- How does SPI work?
- Where are we in the process?
- How can you help?
- Q & A





What Is A Sector Partnership Initiative?

The Essence of SPI

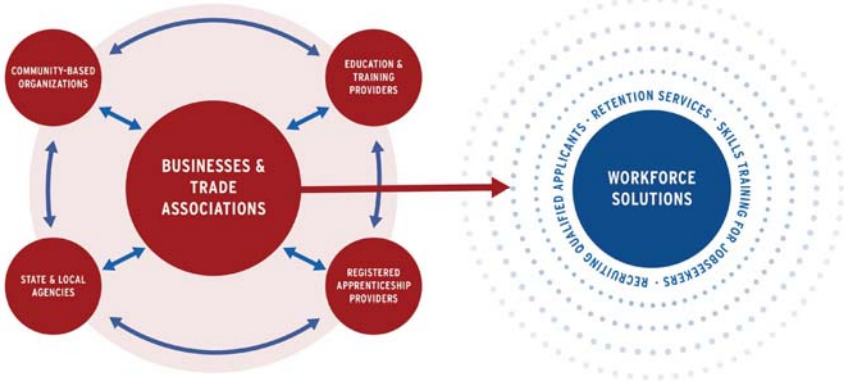
- Employers are challenged to meet their hiring needs, thus limiting their competitiveness and their ability grow.
- Employers collaborate with key support stakeholders to identify common issues.
- Industry-led partnerships address their ongoing workforce challenges and develop viable solutions.



Key Steps of SPI

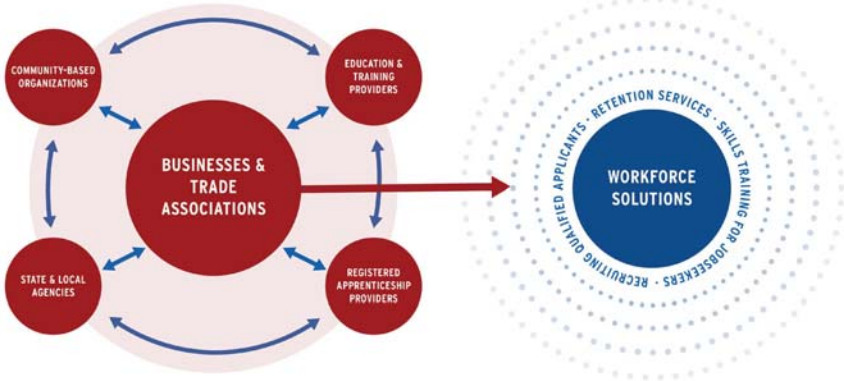
- **Labor Market Analysis**
 - Identify target sectors, job skills, education & other requirements
- **Asset Mapping**
 - Identify existing assets/resources to support the sector.
- **Workforce Planning**
 - Identify sector champions & intermediaries to manage sustainable leadership teams & working committees.
- **Sector Launch**
 - In-person event to share data, findings, etc. and develop high-level plans for partnership next steps.
- **Post-Launch Activity**
 - Working committees drive detailed initiatives to meet workforce needs and demands.
 - Deploy \$1M of grant funded supports (\$330K tuition payments, \$680K OJT reimbursements, \$30K other support services).

Sector Partnership



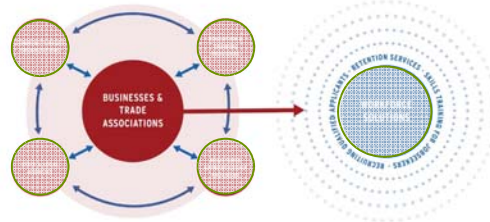
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North Country Machining Training Center Hugh Gallen Career Technical Center - Littleton



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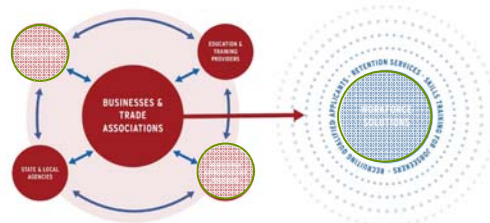


The Challenge:

“There’s a dire need of CNC operators above the notch,” Mike Currier, Plant Manager of Rotobec USA. A training facility for machining is needed in the north country. This is especially true since Lyndon State College in nearby Lyndonville, VT terminated their program.



North Country Machining Training Center Hugh Gallen Career Technical Center - Littleton

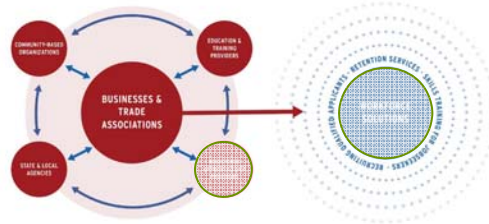


The Path to the Solution:

Meetings held with Beno Lamontagne (DRED), Al Smith (Hugh Gallen CTE), Matt Wood (WMCC), Rotobec USA, FCI Burndy and New England Wire Technologies to come up with a viable strategy. This group became the Partnership Team. Preferable site was in Littleton and it was agreed that the Hugh Gallen CTE Center at Littleton High School was an ideal location.



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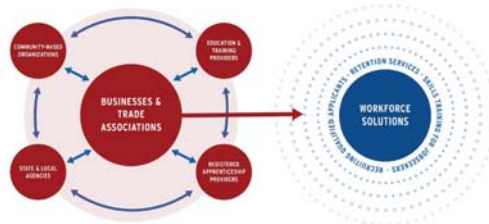


The Approach:

The Partnership Team scoped out the equipment needs (Haas milling machine and Haas lathe). Total cost = \$340,000. The companies agreed to fund 50% and Northern Community Investment Corporation was approached and agreed to provide matching funds. Curriculum outlines were created by the companies and the education partners.



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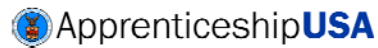


The Solution:

Haas milling machine and lathe installed at Hugh Gallen. Education curriculum has been created for high school students (approx. 100). Training curriculum being developed for adult learners (incumbent employees, unemployed and under-employed, etc.) to be delivered after hours and weekends. WMCC working on credit bearing credentials. SPI exploring use of JTF, OJT and tuition payments for attendees and possible DOL apprenticeship program.



North Country Machining Training Center “The Partnership Team”



Tube Fabrication & Forming “The Partnership Team”



Non Destructive Testing (NDT) “The Partnership Team”



Steering Committee Members

- DRED/Division of Economic Development
- Community College System of NH
- Office of Workforce Opportunity
- DOE Career & Technical Education
- DOL Office of Apprenticeships
- Office of the Governor
- Economic & Labor Market Information Bureau
- Industry Sector Chairs
- Industry Sector Intermediaries
- Jobs For the Future (sector strategies consultant)



Manufacturing Sector

Process Step	Status	Estimated Timeline
Labor Market Data	Completed	March
Asset Mapping	Completed	May
Workforce Planning	Completed	May
Sector Launch	Completed	July 12th
Post-Launch Activity	In-Process	July and Beyond

Sector Chair: Val Zanchuk, Graphicast

Sector Vice-Chair: Matt Burge, Hypertherm

Sector Intermediary: Anne Struthers, Div. of Economic Development



Technology Sector

Process Step	Status	Estimated Timeline
Labor Market Data	Completed	March
Asset Mapping	In-Process	End of November
Workforce Planning	In-Process	End of September
Sector Launch	In-Planning	December 6 th
Post-Launch Activity	TBD	Dec. and Beyond

Sector Chair: Hilda Wong-Doo & Steve Proulx, Fidelity (Non-IT Company)

Sector Chair: Gray Chynoweth, SilverTech (Apps Development)

Sector Chair: Dave Lemaire, Dyn (Network & Professional Services)

Sector Intermediary: Carol Miller, DED



Health Care Sector

Process Step	Status	Estimated Timeline
Labor Market Data	Completed	March
Asset Mapping	In-Process	Early December
Workforce Planning	In-Process	Early December
Sector Launch	In-Planning	Mid-January
Post-Launch Activity	TBD	January & Beyond

Sector Chair: Sarah Currier, Dartmouth Hitchcock

Sector Vice-Chair: Lynda Goldthwaite, Havenwood-Heritage-Heights

Sector Intermediary: TBD



Hospitality Sector

Process Step	Status	Estimated Timeline
Labor Market Data	Completed	March
Asset Mapping	In-Planning	Early February
Workforce Planning	In-Planning	Early October
Sector Launch	In-Planning	Late February
Post-Launch Activity	TBD	Feb. and Beyond

Sector Chair: TBD

Sector Vice-Chair: TBD

Potential Sector Intermediary: NH Lodging & Restaurant Association



How Can You Help?

Suggested ways you can help?

- Advocate the SPI
- Support the effort
 - Participate in asset mapping interviews
 - Talk it up with your peers
 - Suggest possible intermediaries
 - Consider a role on a sector committee
 - Submit ideas or examples of industry challenges and possible solutions

Q & A?



Contact

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