

# NEW JERSEY INDUSTRY PARTNERSHIPS

## Building bridges to strengthen NJ industries

**Industry Partnerships** are the New Jersey Labor Department's new model for building sector partnerships that facilitate business-government collaborations to meet workforce and economic challenges. **Industry Partnerships** bring together business leaders from similar sectors to discuss their workforce needs and resolve their operational concerns. Also in the room are representatives of public agencies, **silent partners** who work to develop customized solutions tailored to the specific, expressed needs of the industry sector.

The goal of this new sector partnership model is to help individual businesses thrive and encourage business to set the agenda to resolve industry challenges. This is a unique opportunity to identify problems best solved collaboratively.

**Industry Partnerships** build bridges between businesses and government, promoting business growth by using government resources. The success of the partnerships depends on business leaders being open and candid about their needs, and public partners, such as government agencies, colleges, training providers, and community groups, working in tandem to respond.

**As of Jan. 1, 2019, Industry Partnerships succeed Talent Networks as the Labor Department's model for sector partnerships in New Jersey.** This is a significant departure from the traditional sector partnership models where state agencies worked in silos to satisfy the needs of businesses.

Through this new approach, businesses drive the agenda, holding business-to-business discussions on economic and

workforce development matters, with public partners present in **listen-only mode**. Rather than experiencing pressure from public partners pushing public programs to solve business issues, business is supported by a nexus of public partners working collaboratively to meet industry leaders' expressed concerns.

**Industry Partnerships** intend to address such matters as:

- Creating opportunities to cultivate a pipeline of talent aligning with the needs of the industry
- Determining desired skills and credentials businesses value
- Making key industries more attractive to a younger pool of workers

### What you get by joining:

- A voice in decisions that affect your industry and your business
- No-cost workforce training for your employees
- A say in legislation impacting your industry
- To influence your industry directly and the direction it takes in New Jersey
- The chance for industry networking
- Direct access to government decision-makers
- Fast-tracked apprenticeship opportunities
- To develop and implement pilot ideas to move your business forward

### Industry Partnerships:

- Construction & Energy
- Finance
- Health Care
- Leisure & Hospitality
- Life Sciences
- Manufacturing
- Retail Trade
- Technology
- Transportation, Distribution & Logistics



### Contact Information

**Stacy Forman**  
Retail Trade Industry Partnerships

**Email** [stacy.forman@stockton.edu](mailto:stacy.forman@stockton.edu)  
**Phone** (609) 626-3456