



Business & Industry Partnerships

WIOA

Jeff Trice, Chair
Michelle Day, Co-Chair

WIOA State Work Groups



Governance (GWIB)

American Job Center (AJC) Operations and Partnerships

Youth Services and Partnerships

Adult Education and Career Pathways

Labor Market Information and Sector Strategies

Performance Accountability

Business and Industry Partnerships

Fiscal Accountability

Policy

Purpose and Mission for the Workgroup



The purpose of the business services program is to engage businesses throughout their life cycle to help companies grow, thrive and provide Marylanders with opportunities for gainful employment.

The mission of the workgroup is:

Create a coordinated and integrated system/network of service delivery, resources and data sharing which is focused on the needs of business at local, regional and statewide levels.



Businesses As Leaders in the Workforce System

By continuing to require a business majority (51%) and chair for workforce boards,
WIOA reaffirms the role of businesses as leaders in the
workforce system.





Four Roles for Business Representatives:

- 1. Business Consultant**
(Workforce Intelligence)
- 2. Business Champion**
(Representative of Business)
- 3. Business Connector**
(Workforce System Access)
- 4. Business Service Provider**
(Representative to Business)



Business Engagement



The foundation of everything the workforce system does

- Leverages the benefits of Business Services, Layoff Aversion & Rapid Response
- Not Siloed!
- Is based on business need
- Solutions Based
- Coordinates and employs all state and local grants, programs, and assets
- Continuity of Service Across the Business Cycle
- Requires broad participation from across the spectrum of government resources, programs and systems
- Economic Development Partner
- It is NOT MENU driven
- Building Long-Term Relationship

Rob Gamble



Business Engagement

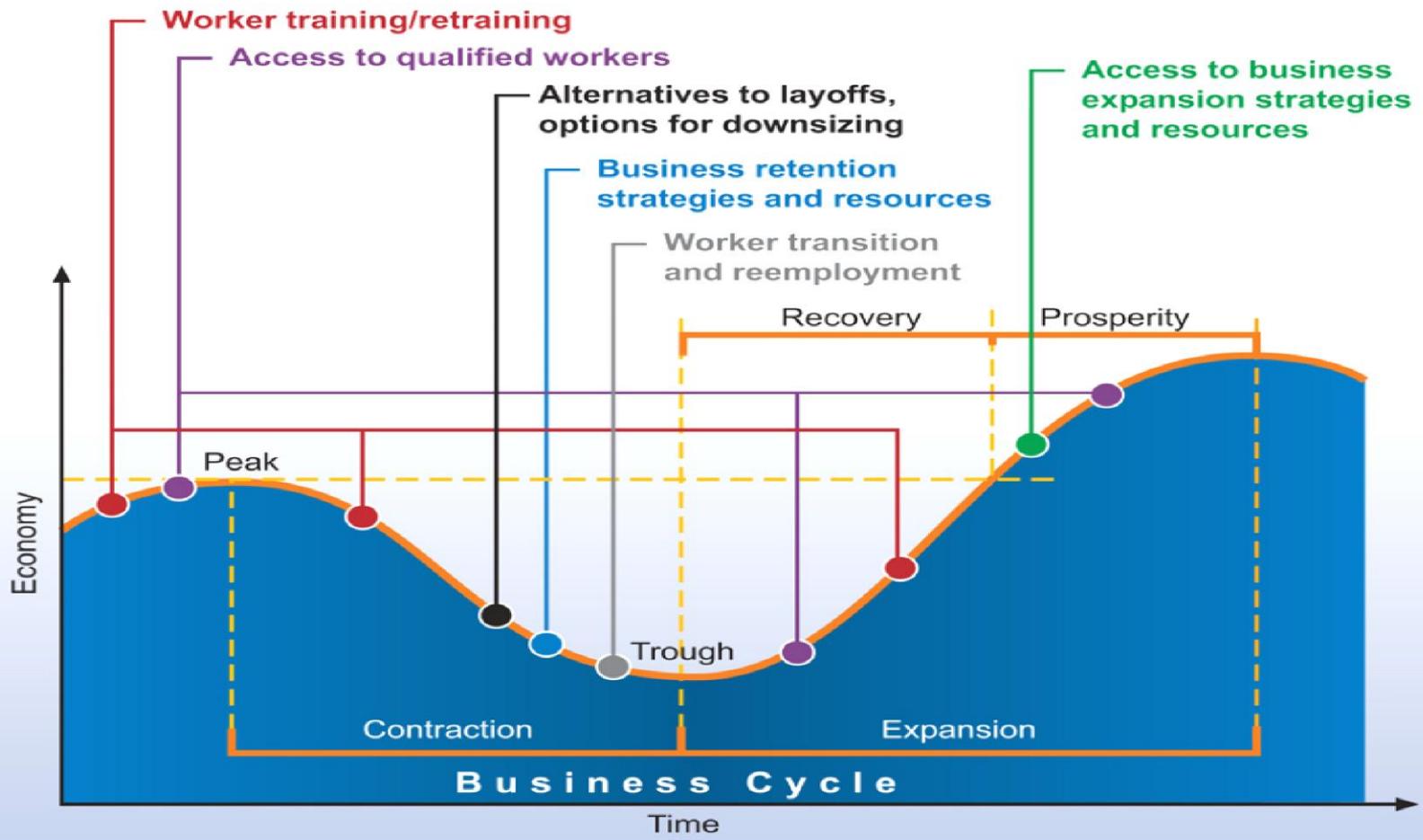
Rapid Response

Layoff Aversion



Rapid Response Act

Benefits Businesses Throughout the Business Cycle





Vision for committee

- Involve existing local area business engagement teams (Business Services Engagement Plan).
- Collect input from local areas, bring back to main work group
- Allows for input and data at local, regional and state levels
- Input from all levels



Topics for Discussion

- Demand-driven, business focused
- Engaging business throughout life cycle
- Services and service delivery
- Network & resources
- Common measures and common platforms
- Common messaging
- Data requirements for plan
- How data will be collected and analyzed
- Local area sub-committees and reporting

Business & Industry Partnerships



Who, what, when, where, why and how?

Now, future, proactive, anticipatory
forecast, global economy

What *should* it look like?

What *would* it look like?

What *could* it look like?