

## 2023 Industry Partnership Grant Awardees

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 competitive needs of their industry.

<b>GRANT TITLE</b>	<b>AWARD</b>
AgConnect	\$250,000
Central PA Agriculture Industry Partnership	\$150,000
Central PA Building & Construction	\$175,000
Collar County Emergency Medical Services Industry Partnership (CCEMS)	\$217,629.98
Healthcare Connect	\$250,000
Lawrence Mercer Manufacturers Coalition (LMMC)	\$235,786
Lehigh Valley Youth Inside Out Industry Partnership	\$250,000
Northern Tier Manufacturing	\$162,073.08
Fundamentals of Engineering	\$250,000
PA Steel Alliance	\$250,000
Philadelphia Hospitality and Entertainment Industry Partnership	\$250,000
P4W Construction	\$250,000
South Central IT	\$250,000
Southeastern PA Manufacturing Alliance (SEPMA)	\$250,000
Southwest Corner Advanced Manufacturing	\$144,000
Southwest Corner Building and Construction	\$250,000
Southwest Corner Healthcare	\$100,000
Tri-County Ag.	\$110,000
West-Fay Healthcare	\$189,319.13
West-Fay Manufacturing	\$210,574.66
<b>TOTAL</b>	<b>\$4,194,382.85</b>

## SOUTHEAST REGION

### **AgConnect (Berks, Bucks, Chester, Delaware, Lehigh, Montgomery, Northampton, Philadelphia-\$250,000)**

The AgConnect industry partnership has identified four priority areas where they hope to make an impact. Those include technical assistance (including training, credentialing, and more), youth pipeline development, collaborative workplace solutions, and hiring/human resource support services. Some of their proposed activities include, researching software to make locally produced goods more accessible, developing a standardized hiring toolkit in English and Spanish, and conducting engagement meetings with Workforce Development Boards and PA CareerLink® staff around the variety of careers in agriculture.

### **Collar County Emergency Medical Services Industry Partnership (CCEMS) (Bucks, Chester, Delaware, Montgomery-\$217,629.98)**

CCEMS Industry Partnership plans to hold bimonthly virtual meetings that focus on one of the priorities identified by their employers. Some of those priorities include talent pipeline development, community awareness, and retention strategies. The partnership also plans to look at the potential for a registered apprenticeship in their field and use other training programs to build a pipeline. In working with their public partners, they plan to look at how they can help align the secondary and post-secondary curricula for EMS programs.

### **Healthcare Connect (Berks, Bucks, Chester, Delaware, Montgomery, Philadelphia-\$250,000)**

The Healthcare Connect Industry Partnership has set three goals for their partnership. These goals are, creating career development pathways, creating professional development opportunities for new nurses, and develop a targeted effort to reduce burnout. Some of their potential activities to address these goals include, a “resiliency camp” for developing coping skills, providing career pathways to nursing assistants/aides through certificates and further training, and designing an adjunctive nurse residency program focusing on the development of communication and conflict resolution.

### **Lehigh Valley Youth Inside Out Industry Partnership (Lehigh, Northampton-\$250,000)**

The Lehigh Valley Youth Inside Out Industry Partnership will focus on engaging and creating opportunities within education and the manufacturing and supply chain industry sector in order to begin breaking down barriers, showcasing jobs, and increasing the skills and knowledge around the industry. The partnership plans to convene business leaders and its public partners to begin their work. They also plan to engage the Allentown School District to increase the talent pipeline. They also plan to hold employer roundtables and develop a workforce pipeline strategic action plan committee.

### **Philadelphia Hospitality and Entertainment Industry Partnership (Bucks, Chester, Delaware, Montgomery, Philadelphia-\$250,000)**

The Philadelphia Hospitality and Entertainment Industry Partnership (H&EIP) will hold meetings on a regularly basis to identify current business needs/issues, and develop a marketing strategy to increase membership and expand the partnership to five counties. The partnership will also work to increase

opportunities for on-the-job and incumbent worker training and DEI training. They also plan to create a sustainability fund that will support the partnership's work beyond the grant period.

### **Southeastern PA Manufacturing Alliance (SEPMA) (Bucks, Montgomery, Philadelphia-\$250,000)**

The SEPMA Industry Partnership plans to use this grant award to build on the framework their partnership has already established. In moving forward, the partnership has identified talent as the most pressing issue continuing to be an issue for their employer partners. The partnership plans to work with employers to revise their talent acquisition strategies, look at upskilling incumbent workers through the continuation of the Manufacturing Career Accelerator Program (MCAP), identify education and public partners to assist with training, coordinate with the School District of Philadelphia and Philadelphia Youth Network for youth opportunities, and collaborate with PA CareerLink® on career awareness events and recruitment.

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## **SOUTHWEST REGION**

### **PA Steel Alliance (Allegheny, Beaver, Fayette, Greene, Washington, Westmoreland-\$250,000)**

The PA Steel Alliance Industry Partnership will work to address challenges including, upskilling workers in electrical and mechanical maintenance, advanced skill training, and exploring the development of new training opportunities through immersive technologies like augmented reality platforms. The partnership's activities will focus in on identifying workforce and training needs, coordinating a team to support high-tech industry needs, identifying additional community resources, increasing collaboration in the industry, ensuring the successful completion of training, and surveying partnership effectiveness.

### **P4W Construction (Allegheny-\$250,000)**

The P4W Construction Industry Partnership will focus on three key needs for their partnership. Those three include, union diversity and inclusion efforts, pre-apprenticeship training and support, and pipeline building for the next generation. Some of their activities to meet these needs will include, working with the Chicago Women in the Trades to develop outreach strategies to improve the diversity of the workforce pipeline, developing a recruitment strategy to scale their Pit2Work model (including their pre-apprenticeship construction program), and exploring the implementation of the National Association of Women in Construction's summer camp.

### **Southwest Corner Advanced Manufacturing (Beaver, Greene, Washington-\$144,000)**

The Southwest Corner Advanced Manufacturing Industry Partnership identified two focus areas for the partnership. They are, promoting local and regional careers in manufacturing (particularly with students), and upgrading the skills of the current workforce through training programs. The partnership also plans to continue addressing and working on their previously identified action items such as, establishing and expanding registered apprenticeship programs, and promoting career opportunities in manufacturing to youth, parents, and educators.

### **Southwest Corner Building and Construction (Beaver, Greene, Washington-\$250,000)**

The Southwest Corner Building and Construction Industry Partnership identified three priorities that they plan to address with this funding. Those priorities are, recruitment of new employees, diversifying the workforce, and training incumbent workers. The partnership has also identified new consortium-based apprenticeship training and DEIA workshops as activities that they plan to include to meet these priorities.

### **Southwest Corner Healthcare (Beaver, Greene, Washington-\$100,000)**

The Southwest Corner Healthcare Industry Partnership will primarily focus on three areas: outreach & recruitment, training and career pathways, and retention. The partnership will focus mainly on youth outreach and career awareness being that it was a primary area of interest for the partnership over the last year. They also plan to explore ways that they can support training for specific healthcare occupations that were identified as highest priority by their members. Some of those occupations include, registered nurses, nurse aides, surgical technicians, and personal care aides.

### **Tri-County Ag. (Armstrong, Butler, Indiana-\$110,000)**

The Tri-County Agricultural Industry Partnership plans to use their grant funds to increase the partnership capacity to strengthen their partnership and begin building a sustainability plan to address the issue of producer and worker shortage. They also plan to develop strategies to increase career awareness, and address the training needs of their employers. Their goal is to solve some of the regional agricultural challenges while also seeing an increase in efficiency and competitiveness within their employer partners.

### **West-Fay Healthcare (Fayette, Westmoreland-\$189,319.13)**

The West-Fay Healthcare Industry Partnership has set goals around increasing regional collaboration, raising healthcare career awareness, and identifying best practices and solutions for their partnership. Their overall intention behind these goals is to improve the workforce conditions for their healthcare employers and increase the career opportunities for residents. The partnership plans to meet quarterly to review the partnership's progress and successes.

### **West-Fay Manufacturing (Fayette, Westmoreland-\$210,574.66)**

The West-Fay Manufacturing Industry Partnership has a primary goal of continuing to expand its activities for manufacturers and workers to support the partnership's longevity. Some of the activities they propose to meet this goal includes, continuing partnership convenings, increasing regional collaboration between employers and between employers and service providers, providing training opportunities, and identifying best practices. The partnership plans to use the first six months of this grant to plan for upcoming partnership activities while continuing with planned activities through its current grant.

### **Lawrence Mercer Manufacturers Coalition (LMMC) (Lawrence, Mercer-\$235,786)**

The LMMC Industry Partnership has 3 primary goals for their work. These goals are, supporting the actual launch of the partnership, begin career awareness around the career pathways in manufacturing (this will be their main priority), and equip future workers with skills necessary to enter and advance in

their careers. The partnership will be looking to specifically target youth and underserved communities in their awareness efforts. The partnership's proposed activities include, holding roundtables, committing manufacturer ambassadors for youth outreach, and mapping out training programs.

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## CENTRAL REGION

### **Central PA Building and Construction (Centre, Clinton, Columbia, Lycoming, Mifflin, Montour, Northumberland, Snyder, Union-\$175,000)**

The Central PA Building and Construction Industry Partnership will hold activities to assist businesses in identifying their priority workforce and training challenges. The partnership will also support collaboration among its members and public partners in order to develop solutions to the identified challenges. Some of their specific deliverables include developing trainings based on the identified needs of partnership members, raising career awareness, and expanding the industry partnership's membership.

### **Central PA Agriculture Industry Partnership (Centre, Clinton, Columbia, Lycoming, Mifflin, Montour, Northumberland, Snyder, Union-\$150,000)**

The Central PA Agriculture Industry Partnership plans to hold activities that will help businesses identify their workforce and training challenges. Their partnership will be a collaborative space among employers and public partners that will assist in developing solutions to those challenges. Some of their specific deliverables include developing trainings based on the identified needs of partnership members, raising career awareness, and expanding the industry partnership's membership.

### **South Central IT (Adams, Cumberland, Dauphin, Franklin, Juniata, Lancaster, Lebanon, Perry, York-\$250,000)**

The South Central IT Industry Partnership is working to address challenges facing the IT sector, including but not limited to, unfilled positions, lack of an entrepreneurial network, the need to adapt to a hybrid work culture, and addressing regional diversity gaps. The partnership has organized itself around four committees: talent supply & diversity, innovation & entrepreneurship, membership and outreach, and a grant committee. Some of the partnership's planned activities include, hosting an innovation ecosystem conference, continuing k-12 outreach, building an apprenticeship program, and leveraging generative AI skills assessments.

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## NORTHEAST REGION

### **Northern Tier Manufacturing (Bradford, Sullivan, Susquehanna, Tioga, Wyoming-\$162,073.08)**

The Northern Tier Manufacturing Industry Partnership's main goals through this grant are, continuing to identify skills gaps, develop recruitment and retention plans, promote career pathways, inform educators on the manufacturing career opportunities, and identify gaps in the available training for incoming

workers and the incumbent workforce. For their project, the partnership will use the Northeast Pennsylvania Industrial Resource Center as a facilitator on partnership meetings and action teams. Some of their proposed activities include, creating a manufacturing guide to promote career pathways, have a minimum of two career events, and resource mapping of current resources.

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## STATEWIDE

### **Fundamentals of Engineering (Statewide-\$250,000)**

The Fundamentals of Engineering Industry Partnership plans to create a pilot program around educating civil, environmental, and mechanical engineering students on the importance of taking the FE exam. The program will cover, the role licensed engineers play in protecting public health, the requirements for the FE exam, how to prepare for the exam, and the career benefits in passing the exam. The program will disburse this information through a series of marketing materials and platforms.