Aligning economies, workforce, and education through industry engagement and collaboratives: SC Sector Partnerships

Suzanne Thomas, PhD
Asst Provost, Institutional Effectiveness
SACSCOC Liaison
Medical University of South Carolina

Shuana Davis
State Strategic Partnerships
Workforce and Economic Development Division
SC Department of Employment and Workforce

Regine Rucker, PhD
Program Manager, Academic Affairs
South Carolina Commission on Higher Education
Learning Objectives

- Understand the core principles and “active ingredients” of Next Generation Sector Partnerships.
- Know the identified high-demand, high-growth industry sector of focus in your region.
- Understand the value of IHE’s as a member of the support team in these partnerships.
- Be able to advocate for your institution’s participation as a supportive agency.
Sector Partnerships are partnerships of businesses, from the same industry and in a shared labor market region, who work with education, workforce development, economic development and community organizations to address the workforce and other competitiveness needs of the targeted industry.

What are Next Generation Sector Partnerships?
Core principles & active ingredients

1. Industry at the center, setting the agenda
2. The partnerships tackle more than just workforce needs
3. Business leaders personally champion priorities and have a stake in solutions
4. Regionally-based vs. jurisdiction-based
5. The partnership garners community support
Industry sector of focus by region

- Upstate
- Central
- Pee Dee
- South Coast
Industry sector of focus by region

- Advanced Manufacturing (Adv Mnfct)
- Healthcare
Some participating industries

(PeeDee and Southcoast participants tbd summer 2019)
CHE has been involved in this initiative since its inception

2016
CHE staff joins SC Workforce Gap Analysis committee, steered by DEW

October 2017
CHE signs on as official partner in collaboration with DEW and other state agencies for supporting Sector Partnerships

January 2019
CHE encourages IHE’s to attend the SC Sector Partnership Academy in Columbia, SC

May 2017
CHE staff began discussions with DEW on Career Pathways development

June 2018
CHE on the RFP review panel to select vendor for Sector Partnerships

February 2019
CHE staff and other state stakeholders attend national Next Gen Sector Partnerships Academy
## CHE’s role in SC Sector Partnerships

<table>
<thead>
<tr>
<th>Role</th>
<th>Description</th>
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<tr>
<td>Advocate</td>
<td>Advocate and champion at the state level</td>
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<tr>
<td>Encourage participation</td>
<td>Encourage participation of public colleges and universities</td>
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<td>Provide access</td>
<td>Provide access to public post-secondary program-related data</td>
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<td>Communicate</td>
<td>Assist in the facilitation of state-level communication to each region</td>
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<td>Guide policy</td>
<td>Support or steer the assessment and amendments to administrative and legislative policies impeding success of SC Sector Partnerships</td>
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<tr>
<td>Funding</td>
<td>Identify, designate, or reallocate funding to support SC Sector Partnerships</td>
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Value of Institutes of Higher Education (IHEs) in SC Sector Partnerships

- IHE’s are **critical** members of the community support system
- IHE’s that appreciate the symbiotic relationship with industry are best poised for success
  - Listening mode ≠ passive listening
  - Informed by industry ≠ commodifying education
Advocating to participate as a supportive IHE in your region

1. Review SC Sector Partnership basics with leaders at your IHE
   • https://www.nextgensectorpartnerships.com
2. Assign a point person to represent your institution in this initiative
3. Point person contacts Shuana Davis at DEW to express interest in participating in your regional partnership
   • Email: SDavis@dew.sc.gov
4. Ms. Davis/Core Teams will ensure your IHE receives updates on regional activities/opportunities
   • You can identify how your IHE can help provide solutions to issues identified by industry leaders